

AMERICAN AMERICAN

IN THIS ISSUE: • TRENDS IN BEEF
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• THE CATTLEMAN'S BUSINESS MAGAZINE

FEBRUARY 1958



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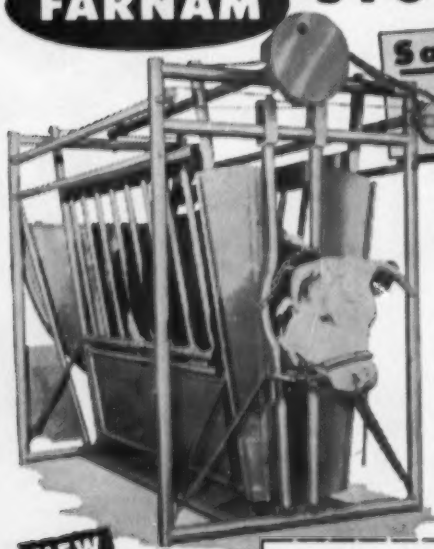
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Letters TO THE EDITOR

CHANGE—Early winter storms of wet snow followed by freezing temperatures cut some of the winter range short. But since then there has been little really cold weather and stock are doing fine. —Ken Sadilek, Rowland, Nev.

BAD FOR FLU—Most mild winter we've had for years (Jan. 1). Good for the stock but bad for the flu. Our whole family had been sick with it over the holidays. Sure enjoy your magazine. —Harold J. Burch, Oshoto, Wyo.

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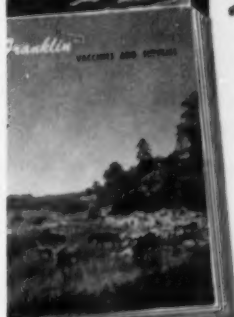
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The Lookout

The huge feed crops of 1957 are stimulating livestock production in two ways: By heavy feeding of cattle and hogs this winter; by increased farrowing of 1958 spring pigs, says the USDA. With cattle production on a cyclical decline, however, total livestock slaughter and meat output in 1958 will show at most only a small gain over 1957.

Cattle on feed Jan. 1 numbered 3 per cent fewer than a year before. However, more cattle than last year will remain on feed through the winter. Largest marketings of well-finished fed cattle will come in the spring.

The 1958 level of cattle prices promises to be as high as or higher than in 1957, except for possible price discounts for overweight fed cattle this spring. Total marketings of cattle and calves for slaughter will almost certainly be reduced, inasmuch as withholding of both cows and calves has begun. Since last August slaughter of both classes has been appreciably below a year before. While this will not reverse the cyclical downturn in cattle numbers immediately, it is a first step necessary to a reversal later.

Retail supplies of meat per person in the first half of 1958 will probably not be much different from a year before. An increased supply of pork is in prospect for late winter. The higher grades of beef will likely be more plentiful in the second three months.

Economic activity at year end continued to show signs of easing from last summer and early fall when most indicators were at the peak. Consumer incomes declined at year end, reflecting for the most part smaller than usual dividends and a further drop in employment. Unemployment was 3.4 million compared with 2.5 million earlier. However, factory wage rates continued high. Construction activity continued to expand during the latter half of 1957, in spite of some easing in other sectors during recent months.

The federal budget spending, estimated at \$74 billion in 1958-59, is up a billion from last year. The most significant change in the new budget is the billion dollar increase in national security programs to \$45.8 billion. Spending budgeted for agricultural programs totals \$4.6 billion, down \$300 million from 1957-58, due mostly to expected lower costs of Commodity Credit Corporation operations because proposed law changes would "permit the Secretary of Agriculture to establish price supports for basic crops consistent with the increased productive capacity of our agriculture." Spending for the soil bank is scheduled to increase about \$50 million to \$756 million in 1958-59.

In his report to Congress on Jan. 16, the President proposed that: (1) the conservation reserve program of the soil bank be strengthened and the acreage reserve program be terminated after the 1958 crop; (2) authority be provided to increase acreage allotments for cotton, wheat, rice, peanuts and tobacco up to 50 per cent; (3) acreage allotments for corn be eliminated; (4) the escalator clauses in the basic law which require that price supports be raised as soon as surpluses are reduced be abolished; (5) the over-all range within which price supports may be provided for cotton, wheat, corn, rice, peanuts, tobacco and dairy products be 60 to 90 per cent of parity; (6) research efforts aimed at increasing industrial uses of farm products be expanded.

In addition the President recommended that: (a) the National Wool Act be extended; (b) special school milk programs be continued; (c) the sources of funds for the Rural Electrification Administration be broadened; (d) state participation in programs to relieve the effects of drouth or other natural disasters be required, and (e) certain restrictions be placed on cost-sharing for soil conservation practices.



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Goals for the Future

ANYONE who has read a summary of the resolutions adopted at the American National meeting in Oklahoma City last month (see January Producer) has a good idea of the scope of the work that the nation's cattlemen have set for themselves.

It calls for action on such broad fronts as taxation, tariffs, transportation, beef promotion, beef grading, public lands, disease control, research, industry information.

To this should be added the expressions of various other committees reporting to the convention. These include—

The Tax Committee: Urged reduction in the income tax rates as called for in the Sadlak-Herlong bills now before Congress. This legislation proposes to cut taxes gradually until the low bracket would be 15 per cent instead of 20 per cent and the higher brackets and corporation taxes would be held to 42 per cent.

The Research Committee: This group will prepare during the year recommendations as to which research programs are the most important for the industry and should be pushed ahead. Incidentally, the committee asked cattlemen to make suggestions as to their idea of the fields of research needing more attention. The committee recommended that the USDA give financial support to current state research on chemical sterilization of heifers.

The Feeder Committee: Reminded other segments of the producing industry of the growing demand for lighter weight carcasses and the importance of "all of us recognizing and meeting this demand."

The Transportation Committee: Called for repeal of the transportation tax and doing away with free or lower rates on government traffic and opposed further increases in rail rates or charges.

The Sanitary Committee: Explained the position of the American National the past several years in favoring brucellosis cleanup by pointing out that "the shoe began to pinch us" when more and more states and areas, pressed on by the dairy industry, certified their areas and closed their markets to heifers and cows from open areas, and that if we expect to export to a state, our cattle must conform to the laws of the importing state regardless of federal regulations. The convention had previously adopted a resolution asking that recertification be accomplished by calf-hood vaccination or spaying of all heifers.

The Brand and Theft Committee: Reported advances in federal posting of markets and urged continued progress of posting "to eliminate improper practices in the trade."

ALL THESE expressed desires of the industry cannot of course come about immediately, but there is a good chance of eventual accomplishment of these goals.

If we look back over the record since the start of the century, we find an impressive array of ac-

complishments of the American National. Notable among them are: the nation-wide government market news service; government grading of meats; the Packers and Stockyards Regulatory Control Act; legislation to prevent entry of dangerous livestock diseases from other countries; to a considerable extent the improved methods of regulating the utilization and control of the public lands in the West; freedom from government controls; the capital gains treatment for breeding animals, the last item alone estimated to save the industry \$18 million a year.

THE NEW GOALS set forth at Oklahoma City will be reached sooner if every cattleman in the business wholeheartedly gets behind the program.

One thing that would help is for more cattlemen to become members of the American National Cattlemen's Association. Dues are 7 cents a head on cattle run, with a minimum of \$10 a year.

If you are already a member, you can help by getting another cattleman to join.

Each member should ask himself seriously: "Considering my stake in the industry and its future, am I now contributing enough?"

Act now! The address is 801 East 17th Ave., Denver 18, Colo. Fill out the blank on page 29.

Unloading Surplus Acres

SECRETARY BENSON and the administration can't seem to give up the idea of unloading surplus acres onto the livestock industry.

The transfer of lands from crop production to livestock was included in the first mention of a soil bank. When the danger to the livestock producers of such a move was pointed out to Secretary Benson at the American National convention in New Orleans two years ago, he backed away from the problem.

We fought for and got some protection in the soil bank bill that was vetoed. But the protection was left out of the "department version" that was introduced in its place, and we again had to do battle to get protection.

Immediately after passage of the bill, most prohibitions against grazing the subsidized acres were invalidated under the guise of drought relief rules applying on pretty much of a blanket basis.

MESSAGES TO CONGRESS this year advocate abandoning acreage reserve and increasing conservation reserve acres devoted to grass, which can mean only one thing: more grazing.

We are strongly in favor of increased animal agriculture and against the Asian (grain) diet. The former is better for the land, better for the people's health and better for us. But we want it to be a natural, healthy growth, not a relief measure for other commodities with possible disastrous results for the producers of livestock.

THE 'NATIONAL' At Work

WILDERNESS BILL: Executive Secretary Radford Hall reports from Washington that a draft of a new wilderness bill is being circulated around the hill. Authored by conservation organizations the bill would take out of production millions of acres of public lands. In the new version, proponents believe they have deleted the parts that the Forest Service and the Bureau of Land Management objected to last year. No action is likely, at least until something is done on a measure that proposes a study of government land use, according to Mr. Hall, "and the wilderness bill will still meet strenuous objection from the livestock industry."

TAX REDUCTION: Stephen Hart, attorney for the National Live Stock Tax Committee, testified in Washington in favor of the Sadlak-Herlong bill which proposes gradual reduction in income taxes over the next five years. The American National endorsed the measure at its Oklahoma City convention. Under the proposal, individual and corporation income taxes would be cut until the top rate for both would be 42 per cent; low bracket top would be 15 per cent.

LEGISLATIVE: The legislative committee of the American National, under the chairmanship of Fred Dressler, Gardnerville, Nev., is scheduled to go to Washington in early March. . . . New President Jack Milburn, Grassrange, Mont., spoke at the Alabama Cattlemen's Association meeting in Montgomery in late January. He will speak at the Idaho Cattlemen's convention in Boise—Mar. 23-25.

LANDS: The bill to require congressional approval for transfers to the military of land in excess of 5,000 acres may have better going in Congress this year, says Executive Secretary Hall. An amendment was attached last year to exempt application of the bill to a million-odd acres in Nevada that were not withdrawn but were being used by the military. Mr. Hall said Congressman Walter Baring (Nev.), who objected to this, hopes the military will agree to a reduction of the area it is using.

RATES: Oral hearings were held before the Interstate Commerce Commission in late January in Washington on the railroads' application for a 3 per cent increase in livestock and meat rates. The American National has filed petition opposing the hike and Traffic Manager Chas. E. Blaine presented oral argument in behalf of shippers. . . . The ICC has refused to suspend reduced eastbound rates on meats eastbound, but lawfulness of the reduction will be subject to hearing. This is simi-

lar to the westbound meat rate case. The position of the American National is that the historical relationship of live to fresh meat rates should be maintained.

MEAT INSPECTION: The federal budget calls for \$17,326,000 for the next fiscal year for meat inspection. Although this is slightly more than the current outlay, adequate inspection, it is estimated, would require \$2 million more. The American National urged appropriation for "adequate inspection" at its convention in Oklahoma City, on the ground that the service is primarily a service for the public.

MEETINGS: Herrell DeGraff, director of the National's fact-finding committee, attended the Spokane Farm Forum, Spokane, Wash., Feb. 10-11. . . . John Guthrie, chairman of the association's marketing committee, will represent the American National at the annual meeting of the Western States Meat Packers in San Francisco Feb. 18-20. . . . John Marble, Chairman of the Fact-Finding Committee, was originally scheduled to attend but unfortunately suffered a coronary in late January.

OFFICERS: Representing the American National at the Georgia Livestock Association meeting in Sylvania late January was Dorris Ballew, Natchez, Miss., a second vice-president. . . . Among meetings recently attended by Executive Secretary Hall were the North Carolina Beef Cattle conference at Raleigh in late January and the Louisiana Cattlemen's convention in New Orleans in early February. . . . Lyle Liggett, association information director, attended the Arizona Cattle Feeders meeting in Phoenix Jan. 5. . . . Roy Lilley, assistant executive secretary, will take part in the Omaha meeting of Livestock Conservation Feb. 19-20.

Is Teacher Right About the State of Kansas?

"Kansas is the leading wheat state," was the sing-song in the old fashioned geography classes on drowsy Friday afternoons, we are reminded in Agricultural Situation in a story by John W. Kirkbride and Robert McCauley of the agricultural estimates division of USDA.

But in 1957 Kansas slipped to second place in wheat production, and, still more amazing, in that year for the first time in 25 years another crop, sorghum grains, displaced wheat as Kansas' No. 1 crop in terms of production. Kansas has been the high wheat state every year but two since 1943.

What about 1958? It may well be that children will be learning that "Kansas is the leading wheat state" again in 1958.

The top 1957 wheat producing state was North Dakota with an estimated 118 million bushels.

THE PUBLIC . . . AND YOU

BY
LYLE LIGGETT

Seldom does a public relations man risk slighting any of his friends and colleagues by singling out an individual or group of newsmen in special salutation for the outstanding cooperation and understanding usually demonstrated for the cow business by the gentlemen of the press-radio-TV.

I'll break that rule this month.

Last month in Oklahoma City there was a group of newsmen who never heard a speech, seldom got a meal on time, if at all, and who worked far into the night—serving the industry without pay and, almost, without thanks. My appreciation for these "top hands" can never be fully expressed.

These men had "volunteered" to provide convention coverage for far-distant newsmen who could not be on hand and to help me in serving the many top writers, broadcasters and photographers covering our convention.

Hundreds of tape recordings and sound-on-film interviews with convention dignitaries were made in a temporary "studio" at the Skirvin for fast mailing to radio-TV stations in many states. In another room, the mimeograph machine whirled constantly—and far-distant magazine and newspaper editors had full convention reports within hours.

The crew was made up of top-notch writers, broadcasters and publicity men of Oklahoma who had taken on this assignment in addition to their full-time, regular jobs. And I can assure you it was heaven for Sue Wittstruck and me—the "regular news crew" of recent conventions.

Edd Lemons, highly respected, capable director of information services at Oklahoma State University, headed this publicity committee for the host group and acted, literally, as my right hand man. A good strong right arm it turned out to be, as Edd cheerfully ground the mimeograph machine answered phones, sped about on vital errands, meanwhile keeping a semblance of sanity and organization alive in an otherwise frantic operation.

Space limitations prevent citation of each man, but by naming, and identifying a few, you can get an idea of the calibre of the newsmen—top professionals all—who contributed so much to the cow business.

There was Harold Dedrick, dynamic radio-TV specialist at OSU; Bill Hare, genial maestro of the Oklahoma City Livestock Exchange; energetic Jack Stratton of WKY-TV; capable Wayne Liles of KWTU; "Country Boy" Roy Stewart of the Daily Oklahoman; Jack Putnam of the Tulsa World; Ferdie Deering of the Farmer Stockman; Clarence Achgill of the Oklahoma Live Stock News; Carl Myerdirk of KVOO, Tulsa; Glenn Faris and Amber Webb of the Oklahoma City Chamber of Commerce; John Newfield of Columbia Pictures; and many, many others.

Trends in Beef Cattle Business

(The following is a report of the Fact-Finding Committee of the American National by Herrell DeGraff, director of research, at the Oklahoma City meeting of the American National Cattleman's Association Jan. 6-8.)

The cattle business is a part of an amazingly dynamic food industry. Changes have occurred in recent decades more rapidly and with more far-reaching consequences than ever before. But it is not only ranching, feeding and farming that have changed; no part of the food industry has escaped. The changes have been simultaneous and interrelated in every segment of food production, processing and distributing. I think it is these changes that brought the Fact-Finding Committee into being.

Things have been happening to ranchers and feeders which we have not understood. In large part they have resulted from dynamic developments in food transportation, processing and distribution. We not only have not understood the changes, we have not even known what all of them are. Nor do we yet. Nor do we know what they mean in terms of the adjustments they are forcing upon producers. But we need to know what the changes are. What is causing them, and how to meet or adjust to them—or as producers we are quite likely to be hurt. This, I think, is the reason for your Fact-Finding Committee.

Retailing. One of the most significant and obvious changes in the food business is in the retail store. The new pattern is the supermarket. It is not necessarily a chain store. In fact, it is a little more likely to be at least nominally an independent supermarket.

From 1930 when the first supermarket was opened up to 1952, this type of store increased to where it was a little over 4 per cent of all grocery stores but was doing 44 per cent of all grocery store volume. In the past five years supermarkets have increased to almost 9 per cent of all grocery stores and are now ringing up close to two-thirds of total grocery store sales.

In these years independent supermarkets have increased more rapidly in number and sales volume than have chain supermarkets. And in their procurement practices most of the independent supermarkets are affiliated in chain-like buying organizations.

But why have supermarkets come so rapidly into the picture? One answer certainly is the almost universal custom of automobile shopping in all except the more congested downtown areas of large cities. Consumers prefer



John Marble, left, chairman of the fact-finding committee of the National, and director Herrell DeGraff.

convenient, one-stop household shopping. This is a natural for the supermarkets, and Mrs. Homemaker, I am quite ready to concede, is the real boss of the food business.

But equally important is new technology in food processing and packaging which results in the store adapted to the self-service concept.

A third factor is a new degree of uniformity and standardization in food products which makes possible the impersonal selling on which self-service is based. No clerk stands behind a counter to tell Mrs. Jones which product she will like. The several thousand items are prepared, packaged and standardized in forms in which the most careful pre-testing and quality control have indicated her acceptance.

A fundamental characteristic of today's retailing is intense competition. The very large investment—parking lot, store, fixtures and stock—can be justified only with large volume. The competitive bait to get Mrs. Consumer into the store is abundant stock, wide selection, shopping convenience and, above all, price. If you and I were in the business, I doubt that we would operate differently.

Some practices that have arisen in this age of supermarket retailing have brought allegations of unfair or undesirable trade practices. It is true that large-volume retailers, both chain and affiliated independents, have become large enough to influence, if not indeed to dictate, product specifications, terms of delivery and other services to their suppliers. Many large retailers—again both chain and independent—maintain their own warehouses, establish their procurement policies, absorb the wholesale function and, to a lesser degree, establish their own processing facilities. The reason in each case is to assist in the intensive competition with other stores.

The brand fight now going on between processors and large-scale retailers is a part of the retail competition. For example, if a retailer can

get wide acceptance of his private brand and build confidence in it and loyalty to it, he has that much more assurance of holding the customer. On his own brand, no one else can undersell him, as might be the case with a proprietary brand of the same product. If he can get packers to produce his large-volume needs to his specifications, and deliver directly to his warehouse under conditions that he prescribes, he can save cost. If he can process some of his own needs, he may gain the efficiencies of newly engineered, full-capacity facilities, and thereby combine margins in a manner that again gives him an improved competitive position.

All these practices have grown not only out of the new model of retail efficiency but also out of advances in food processing, food transportation and even food production. They represent the march of technology and the workings of competition. They are creating problems for others in the food business, both processors and producers. This does not mean that of themselves these developments are either good or bad. From the viewpoint of your Fact-Finding Committee, we believe they need to be carefully studied and better understood.

Processing. Food processors of both meat and other products are like-wise in a dynamic business. Some of the changes they are experiencing have been forced upon them by the dynamics of retail distribution, and some stem from within the processing industry itself. The meat packing industry is going through changes almost revolutionary.

Large volume retailers, who by their very size can dictate product specifications, delivery requirements and similar services, have been moving rapidly toward purchasing on government grade standards. This has lessened the degree to which packers can merchandise the highly variable carcasses which come through their plants. It has lessened the usefulness of packer sales organizations. In considerable degree it has resulted in by-passing the branchhouse system that has been traditional with large packers. Surely such changes have changed the competitive position of packing firms and have brought sharp changes to the structure of the packing industry.

For years the meat packing industry has been trending toward decentralization. Volume of packing in formerly dominant central markets has been decreasing, while slaughter in outlying country points has increased sharply.

Federally inspected plants increased 10 per cent from 1950 to 1955 while

the number of other wholesale plants rose 31 per cent.

The percentage of total commercial slaughter handled by the four largest packers has steadily declined since World War I. For example, their share of cattle slaughter dropped from more than 50 per cent 40 years ago to barely 30 per cent at present. In a paper before the American Economics Society, Willard Williams of the Agricultural Marketing Service of USDA said that concentration in meat packing is now less, and competition is greater, than at any previous time in the past 50 years.

The packing industry originally developed around rail transportation and the assembly of slaughter livestock at a few large terminal markets. Today these terminals are typically areas of congestion and locations of highest labor and handling costs; at least a part of the slaughter and processing facilities located there lack a good deal of being engineered for low-cost operation.

Like ranching, the packing industry has to be a conservative business. It must wear out and use up invested capital to the fullest economic degree. The point at which it may abandon an outmoded facility is, at best, difficult to determine. But with today's labor, transportation and other costs what they are, many facilities are uneconomic which some years ago with lower costs could be operated profitably, a strong factor now leading to decentralization. Packers are decentralizing to get the efficiencies of more modern facilities, facilities more in line with volume, a more favorable labor position, transportation efficiencies, advantages of operating closer to producers.

Another notable trend among packers is toward specialization in one-specie plants—a recent development dictated by operating efficiency.

Where will the packing plant of the future be located, how big will it be, how much will it specialize, and the degree to which it can use the techniques of automation are questions with which packers are struggling. How it will be geared to changes in transportation and changes yet to come in marketing and distribution is part of the problem.

Seasonality of supply, even though considerably less than formerly, is still a complex problem. Consumers and retailers want a uniform flow—about the same each week. Most cows calve in the spring. Fortunately the feeding industry tends to smooth out the flow to slaughter, but still not enough to meet the packers' problems. Years ago a seasonal flow of animals did not create as much a problem. When overhead costs of standby facilities were less, the burden of such facilities was easier to carry. When overtime labor was less costly at flush seasons, and excess labor could be laid off more easily at slack times, seasonal variations in volume were easier to cope with. Today there is a growing pre-



Attending the state association secretaries' breakfast at the Oklahoma City convention of the American National were, left to right:

A. P. Parham, immediate past secretary of the Louisiana association; Louis E. Stevens, new Louisiana secretary; E. H. "Ham" Willson, Alabama secretary; Jack Houser, secretary of the Oklahoma group, host to the National convention; Radford Hall, American National executive secretary.



Ralph Miracle, Montana association; J. Edgar Dick, California association; George Tucker, secretary, California Cattle Feeders; Robert Howard, Nebraska association secretary; Robert Hanesworth, Wyoming secretary.



Leon Weeks, Idaho association; Ed Coles, Oregon association; Larry Williams, also of the Oregon association; Millard Lund, North Dakota association; Sam McMullen, Nevada secretary.



Frank Sibert, secretary of the Sandhills Cattle Association, Nebraska; Parley Jensen, of the New Mexico association; Hughes McKenney, representing the Arizona association; Charles Stewart, of the Texas and Southwestern group.

mium on uniform weekly processing volume. And this will be more true in the future.

Such problems as these have caused some packers to do some cattle feeding on their own account and to contract with feeders to assure both volume and delivery date. If any of us had the packers' problems, I think we might look carefully at the possibilities of this method of equalizing and assuring supply.

There was a time when there were fewer packing firms than today, when they faced large numbers of ranchers and feeders who were less well informed than the packer buyers about livestock trends and market conditions, and when there were large numbers of quite poorly informed small-volume retailers. Packers probably had a preferred bargaining position then. But such conditions now characterize the meat business to a smaller degree. Packers, like so many of the rest of us, are faced with wage demands that outrun productivity and push up costs. They are struggling with shrinking by-product values. By-products formerly covered operating costs, and now do not. Red meat is carrying more of the cost burden. Packers face large-volume retail buyers who know at least as much about market conditions as they do, and who have perhaps the stronger bargaining position. In fact, I wonder if some of the smaller, weakly financed (shoestring) packers, always running scared, may not at times depress meat values more than necessary. Economically weak packers are no help to cattlemen.

The packing industry faces complex problems. It is in a position of rapid change, from both internal and external causes. Some of the developments we have seen, and which as producers, we have been inclined to criticize, are simply their experimental attempts to find answers to their problems. Your Fact-Finding Committee believes we must study these problems in much greater detail.

Producing. Consumers have been led to demand convenience foods having a high degree of uniformity. Retailers must supply such foods and processors must provide them for retailers. Clearly, processors are going to look to producers to furnish them raw material from which high quality, highly uniform consumer products can be processed.

It is in this setting that the cattle feeder has pushed more and more toward delivering a fed animal of relatively uniform weight and finish.

We could not have the degree of uniformity in age, weight and finish of fed cattle that we have today if ranchers had not enormously improved the uniformity and feeding quality of calves they deliver to the feeder. Whether this will have to be still more true is not fully answered. But the dynamic developments of the food industry indicate that this will be a necessity. Poultry has become increas-

ingly competitive with red meat in precisely this manner.

How your committee will proceed. The reason for the foregoing is to lay out some of the points which in the thinking of your Fact-Finding Committee need study. The next question might well be how we propose to tackle the job.

We have been contemplating the use of a flow chart. It could begin with calf production on the range and flow through each successive step to feeder, packer and retailer. Or the reverse, beginning with beef as selected by the consumer and moving backward through each step to cattle on the range.

This approach, we believe, would lay bare the several points where successive handlers take over, where technology is changing, where market structure is being modified, and where practices are developing on which information is needed.

An important part of the answer seems to us obvious: we do not need to make all these studies ourselves. A great many people, in the USDA, in Land Grant Colleges, and other agencies long have been concerning themselves with the problems of the cattle and meat industries. We can make a great deal of use of their studies. We think an important part of our work is to bring together the results of the many investigations.



Presidents of 23 of the 28 state cattlemen's association affiliates of the American National were at the annual state association presidents' breakfast in Oklahoma City. Left to right are:

Don Collins, Kit Carson, Colo., immediate past president of the American National; J. K. Haley, Oklahoma association; Richard Robbins, Kansas association; Richard Snyder, New Mexico association.



Bryan Patrick, Wyoming association; Edward Francisco, Washington association; W. I. Brian, Louisiana; C. D. Maddox, Mississippi; Walter Schodde, Idaho association.



John Biggs, Texas and Southwestern association; J. D. Pearce, Jr., Florida association; Louis Beckwith, South Dakota; Alonzo Hopkin, Utah; Jack Brenner, Montana association.

Here are illustrations:

1. With the increase in direct selling and the corresponding by-passing of central markets, improved marketing information clearly is needed as a basis for price making. Where is price made, and how is price made in direct selling? Experiments to develop suitable improved market news reports are now being carried on by the USDA and the Land Grant Colleges of the western states, and experimental market releases entitled "Western Livestock Roundup" have been issued from Denver each week since last May. Your committee is watching this with interest.

2. The procurement and pricing practices of retail food chains have been considerably criticized as an adverse influence on producer and packer prices. This is a question on which your committee wants more detailed information. A study of the question has been under way since early summer in the Los Angeles area, where criticism has been perhaps most intense.

3. A third question is the economic effects of distributing beef by government grades. Who benefits from government grades and in what way? Who objects to the system and why? Are the conflicting claims of advantages and disadvantages valid, and what significance does such grading have to producers? A sweeping and quite costly study of this question was contracted by USDA with a competent private re-

search agency. The analysis will shortly be ready for publication.

4. Still another study under way co-operatively with the USDA and the University of Arizona will investigate some of the special problems in marketing slaughter cattle in the western states. This study will investigate feeding operations, ownership of cattle on feed, direct selling, consignment and carcass-yield selling, and the influence and effects of packer feeding.

5. Several state experiment stations have been investigating consumer preference in beef. It seems highly probable, at least to me, that your committee will not have to spend its funds or time investigating this important question.

This list is only representative of many studies upon which we will be able to draw.

Who gets the benefit of efficiencies of the food industry? In repetition, let me say again for emphasis that we are living with a highly dynamic, a revolutionary, development of the food business. Every segment of the industry is involved. The force behind these dynamics is competition, and the key word in the development is efficiency.

The work of your committee is focused on the meaning of these development to the cow-and-calf and feeding businesses, because we regard these fundamentally as the business of the membership of the American National. Everyone else along the channel of beef distribution is essentially a provider of services.

The story of a piece of beef on the table is a story of cost accumulation. It begins with a brood herd and moves through service after service, adding cost after cost. What the consumer pays is the total sum available for distribution among all who furnished services.

Certainly not everyone makes money. Both packers and retailers may lose, as evidenced by the considerable number who go out of business each year. There is a tendency, however, for each service beyond the ranch to be paid for, with the producer getting the residual of the consumer's money. Perhaps this is a little more true now than it used to be.

As additional efficiencies can be developed all along the processing and distribution channels, the total costs are lowered, and someone stands to gain.

Who gets the benefit of a new efficiency? The first answer is obvious. The person or the individual business anywhere along the line who first develops a more efficient practice gains the initial advantage, until the practice comes into general use. Then competition forces the benefit to be passed either forward to consumers or backward to producers.

If beef is in short supply, with a sellers' market, ranchers would harvest much of the final benefit of marketing efficiency. If beef is superabundant, with a buyers' market, much of the benefit would go to consumers.

Thus a fundamental question is involved: Should beef supplies be reduced and held down?

If there were no chickens and no hogs, yes might be a good answer for ranchers. As things are, is it any answer at all to reduce the supply of beef and hand the market over to competing meats?

Instead of a cutback, can anything be done to increase the demand for beef so that more beef can be sold with advantage to cattlemen? This is the nut of the promotion question.

Can the cattle business over time smooth out its traditional cycles of too much and too little? Like the fifth-grader said: The questions are easy; it's the answers that are hard.

Our future. Fortunately for us, American consumers like beef. If we are to build a bigger market for beef, larger than mere population increases would bring, we can do so only by providing consumers with the beef they want and at a price competitive with chicken and pork and other beef substitutes.

What does Mrs. Consumer want in beef? In most consumer preference studies, when consumers were shown corresponding cuts from carcasses of different market grades preferences have centered on the "good" or even "commercial" grades instead of "prime" or "choice." The major reason: Smaller amount of fat on the less finished meats.

On the other hand, preference studies based on the eating quality of cooked meats revealed preference for better finished meats. The major reason: These grades were more tasty and tender.



Wallace Darden, Tennessee association; J. L. Adams, Alabama association; Joe Milton, North Dakota; Robert Johnson, California; Forrest Lee, Nebraska.



A. Leland Clark, Maryland association; Milton Webb, Arizona; Roy Young, Nevada; George B. Russell, Oregon; Robert Schafer, Colorado association.



Harold Wesley (right) shows Radford Hall, executive secretary of the American National Cattlemen's Association, the first all-leather stock-show awards. The leather display, set up at the American National's convention in Oklahoma City in January, also featured leather calling cards, convention badges, plaques, and the like in varying colors. "Every year," Mr. Wesley, director of the display, said, "20 million Americans attend one or more conventions, and every one of them must wear an identification badge. What could be more appropriate than to have these badges made of colored leather. Initial prices for leather rosettes and show awards will run 25 to 35 per cent higher than the rayon and satin awards now given at America's 4,000 stock shows, but with bulk orders prices can be lowered, and the "leather will last a lifetime," he said. Tanners Council of America, the American National, and the American Meat Institute sponsored the display, which was put on by John N. Jacobson & Son, New York City, printers in leather.



The Oklahoma City convention tallied upward of 300 delegates from Oklahoma. Here are (l. to r.) Wayne Rowe, Jr., Lawton, Okla.; J. K. Haley, Mountain View, Okla., president of the state cattlemen's association, and Fred Winzeler, Lamont, Kans.



Oklahoma delegates (l. to r.) Bill Culver, Fred Craddock and Wayland Smith, all of Pawhuska.

Can we conclude other than that consumers want tender, lean beef?—characteristics that come for the most part from opposite ends of the range of market grades. How can they be brought together? The key words that seem to describe what we know of consumer preferences are: Lean, tender, uniform and convenient to use. Beef which fits these specifications appears to be the kind the industry can sell in increased quantity. Where do research and fact-finding investigations key into this opportunity?

Studies at the Texas and Florida experiment stations have established, first, that tenderness is highly variable from one beef carcass to another, even when the meat is the same grade and the animals the same age and fed and handled the same way; and, second, that tenderness is a heritable factor. This means that by proper selection we could breed a much more tender beef supply—a type of animal that would have desired characteristics of tenderness with considerably less finish than now is thought necessary. Certainly this would move toward what Mrs. Consumer wants, even if we no more than identified and eliminated lines of cattle which pass on a heritage of tough eating quality.

We wonder if one of the most far-reaching developments affecting the future of the beef industry might not be research now in progress on packinghouse tenderizing techniques. A great deal of such research is being done with encouraging results. In fact, it already has moved out of the laboratory into commercial practice. That is a dramatic fact, and it appears to be a factor in the present strength of the cow market. There are plenty of bugs in the process yet, but let your imagination run as to what it would mean if beef carcasses with much less than present finish required to get acceptable tenderness could be cheaply and efficiently processed in such a way as to turn out a tender steak or roast from many muscles of the carcass which do not now have desired degrees of tenderness. When this time comes—and it is more likely than not—it probably will affect the total beef industry.

With certain other problems overcome, it might well mean beef pre-cut and pre-packaged in the packinghouse; with opportunities for new efficiencies in handling. For example, the gross weight of cattle might be shipped relatively short distances to the packing plant, with the net weight of trimmed, consumer-ready cuts being all that would move over the longer distances from packer to consumer. The trim-off, bone and waste would be held at the packing plant where it has the greatest salvage value.

Perhaps meat-cutting could be much simplified, sending through to Mrs. Consumers only steaks, oven roasts, pot roasts and hamburger, which she would be willing to accept pre-packaged in ready-to-cook form because the items would be so uniform and so eminently suitable that she would not have to in-

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sist upon seeing each piece before she buys it.

We think streamlined distribution is very much a possibility for the future and an important key to expanded beef consumption; and we think fundamental to such a development is a successful tenderizing process. This emphasis on tenderization does not mean that this is the only kind of development on which the industry could work together for mutual advantage.

For the individual rancher, the questions will be (1) what can he do through his organizations to improve his economic position and (2) what can be done on his own ranch?

Problems of industry cooperation, of stabilization schemes to put into effect through the police power of government and the like, he can best promote on an organization basis.

What can he do to increase the productivity of his ranch—meaning better water utilization, feed production, improved cattle, better calf crop, bigger calves, less costly feeding, labor efficiency and the like—these are primarily up to him.

In one of the western states an analysis was made of how much production could be increased and how much the cost per cwt. of marketable cattle could be reduced through use of known methods in the industry. The answer was: More than a 50 per cent increase in the weight of cattle sold and a one-third decrease in the cost per cwt. raised.

Across the Desk

By Radford Hall

Difference of opinion makes a good convention. This was well demonstrated when everyone stayed in their seats at the Oklahoma City meeting until President Don Collins banged the gavel and said "Adjourned." Heated debates had taken place in many committee rooms—on sanitation, taxes, grading, public lands, marketing—but they all resulted in a set of forward-looking resolutions that gave both sides a feeling of accomplishment. If, as I



Lobby shot of two Nebraskans at the Oklahoma City "National" meeting (l. to r.): Harry C. Coble, Mullen, and Bill Dudley, Stapleton.

heard the other day, "When two people agree one is unnecessary," then no one was unnecessary in Oklahoma City.

While attending the North Carolina Cattlemen's meeting in Raleigh last month the impression came to me that although producers in that state could learn from the cowmen of the West, the reverse is also true. Some western cattlemen are complacent in the knowledge gained from generations of cattle raising and are not following the scientific advancements in the industry as closely as their eastern cousins.

Your new vice-president, Fred Dressler, Gardnerville, Nev., and your secretary are pretty old friends. Almost 20 years ago on the day when we first met we started for a Nebraska bull sale only to get stopped by a snowstorm in Julesburg, Colo., and spent the night in a bowl-and-pitcher-room, sleeping on a double straw mattress.

A highly successful innovation at the Oklahoma City convention was a conference of state association secretaries. All one afternoon and well into the night these men compared management techniques and traded ideas as to how best to handle their organization problems. So successful was the meeting that a two-day conference is being planned for late July or early August.

The Forest Service doesn't count every recreationist or tourist who visits the forests. It would be a waste of time if it did. Yet it gives out each year the specific number of visitors (maybe 198,524 on such and such a forest) to leave the impression that an actual count is made. The figures are obviously estimates. Why doesn't the service say so or just give round numbers that you can know can be nothing but estimates?



At the ground-breaking ceremonies of the Cowboy Hall of Fame during the American National's convention in Oklahoma City in January (l. to r.) Henry Fulk, Chicago, new secretary of the American Shorthorn Breeders Association, and Harve Williams, Provo, Utah.

Here's an example of the way newsmen evaluate news: I got an excited query from a reporter—"What are the cattlemen going to do about the raise in Taylor Grazing fees?" I said it was according to a prearranged and agreed-upon formula based on market prices and therefore there was no serious objection. The next question—"Will it raise the price of meat to the consumer?" I said it couldn't possibly affect consumer prices. No dispute, no sensationalism, just matter-of-fact news. But it wasn't mentioned in the paper. Thousands of men don't beat their wives, but the guy who does gets his name in the paper.

Association secretary's prayer: "Oh, Lord, may the words of my mouth be sweet and tender, for tomorrow I may have to eat them."

Cow Pony Corral

By Roy Lilley

THIS MONTH I'll devote some space to a horse that provides a lot of pleasure for a lot of people but is generally looked upon with a certain amount of disdain by the average horseman. This long-suffering and probably somewhat cynical animal is the "dude horse."

Most of us have heard someone remark about an animal that lacks certain flashy qualities or wasn't breaking out too well: "About all he's good for is a dude horse." Such a person probably never had the dubious honor of wrangling dudes. Now I don't mean



At the cowboy shrine site dedication during the 61st American National convention in Oklahoma City (l. to r., front) C. A. Reynolds, chairman of the board of trustees of the Cowboy Hall of Fame, Kansas City, Mo., and Jim Shoulders, Henryetta, Okla., 1957 all-around rodeo cowboy; (recognizable in the background, l. to r.) Glenn Faris, manager of the Hall of Fame and executive secretary of the Oklahoma City Chamber of Commerce, and Chet Paxton, Thedford, Nebr., one of the trustees of the Hall of Fame.

to run down the dudes. In fact, some of my best friends are people I met while working on a dude ranch. The point is, taking greenhorns out riding can either be a simple, rather leisurely pastime or a horrible, suspense-filled ordeal, depending on the kind of horses you have available.

Some horses just take to dude ranch work. I know one old pony especially that was worth his weight in gold. He knew when a youngster was riding him, and he took the responsibility seriously. He could judge low branches, and never rubbed anyone off. He seemed to be able to tell if a person got off balance in the saddle, and would stop 'til the rider got squared away. He knew when a stirrup was lost or a rein dropped. Best of all, whenever there was any doubt about the best route home, all that was necessary was to give Old Brownie his head. He had a radar system that took him straight to the barn.

When you sum it up, the ideal dude horse should be completely gentle; well enough broke to handle easily but still not have too soft a mouth; considerate enough to walk around low branches and not trot downhill. He should move out without spurring or whipping and still not be a forger. He shouldn't pull back no matter where he is tied or how. And it sure cuts down the overhead if he is an easy keeper.

I admit, with the exception of Old Brownie, I have never seen a horse that combined all the above qualities, but the closer you can come to them the less the chances for disillusioned week-end cowboys.

The MARKET Picture

ALL SIGNS pointed to a continued healthy condition, price-wise, in practically all classes of cattle. Even the normal February "slump" in fat cattle prices was not expected to develop to the extent of most years, despite some slowing down in the general economy.

Some of the factors back of this optimistic feeling were: a reduction in numbers of cattle on feed as of Jan. 1 over the nation as a whole; the fast selling of fed cattle out of feedlots before reaching a high degree of finish; the continued reduction in weekly slaughter over an extended period, and perhaps, most important of all, the widespread trend toward restocking and expanding breeding herds.

Despite an over-all increase of some 11 per cent in total number of stocker and feeder cattle moved into the Corn Belt area during the latter half of 1957, numbers actually on feed as of Jan. 1 showed only a 1 per cent increase.

A more even distribution of movement was also noted this past season. Eastern Corn Belt states, which took more than their normal share of in-

shipments a year ago, showed a reduction.

Western Corn Belt states, many of which had poor crops a year ago, showed an increase generally. Numbers on feed in the western states were cut rather sharply. California, the major feeding state of the West, reported a reduction of 21 per cent and the total of the western states reflected a general reduction of some 13 per cent.

Even though most signs pointed to a good demand for a slightly reduced supply of beef, many cattle feeders, recalling recent years of operating at a loss, were inclined to take a short-term profit in hand rather than gamble with a long-term uncertainty.

Consequently, cattle were generally being sold up rapidly and at least in some areas carried less finish than a year ago. With the abundant supply of feed on hand, this was a healthy condition—otherwise a pile-up of tonnage could result.

However, if fat cattle prices remain fairly attractive to the feeder, without any large set-backs through the late winter, there is still the possibility that feeding to heavier weights may become too widespread, and thus might develop price discounts for heavy steers. The average consumer still prefers lightweight cuts of beef, as proven by the relatively high selling of heifers against steers. Rarely have fed heifers sold so close to steers in the cold winter months as has been seen this year, particularly on the good and choice grades.

So long as weekly inspected cattle slaughter drops 10 to 15 per cent below last year, as has been the case for many weeks, prospects for any serious set-back in prices are slim. This proves again that demand is the more stable factor in the market picture, and that it is supply that does the extreme fluctuating.

Trends toward rebuilding cattle numbers can be seen at every turn of the road. Even as early as June of 1957, cow slaughter showed a reduction and the decline has been persistent since last August. The same condition is true of calves going to slaughter. Numbers of heifer calves and yearling heifers offered for sale the past season were cut sharply and in many cases the sale, when made, was to growers and breeders rather than to feedlot operators.

The fact that cows and practically all classes of stock cattle are selling at the highest levels since 1952 pretty well ties in with the best feed conditions since 1952. It is also significant that the last low point in the cattle cycle ended in 1952 and that inventory numbers jumped sharply thereafter.

Confidence in the future is displayed by the sizable volume of stocker and feeder cattle already placed under contract for future delivery. Many large strings of cattle running on wheat pasture in the southern plains are already sold for spring delivery, and several thousand grass steers are under contract in California for late spring and

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early summer delivery. In Montana, some 2,000 head of yearling steers are already tied up for next October delivery at \$21 with a few hundred two-year-old steers out of the same string at \$20. Contracts covering light stock steers in the southern plains for delivery from February through April or May have been reported at \$25 to \$28, with the heifer end \$23 to \$25. Some heavier feeder steers 800 pounds upward contracted at \$23.50 to \$24.50.

Price roundup. Late in January current prices on good and choice fed steers ran \$24 to \$26.50, with a few loads choice under 1,200 pounds to \$27. Steers scaling 1,250 to 1,350 pounds generally sold as much as 50 cents to \$1.00 under the same grade steers of lighter weights. Good and choice heifers sold from \$23 to \$26, many sales around \$24.50 to \$25.50. A few loads of prime steers at Corn Belt markets made \$30 to \$32.50 which were the highest prices paid since the fall of 1956.

Beef cows sold at \$15.50 to \$17.50, an occasional load of smooth cows reaching \$18 to \$18.50. Cannors and cutters sold from \$13 to \$15.50. The general tendency was for a weakening in the fat cow market and a stable market on thin cows suitable for boning, so that in some dressed markets cutter cow beef was selling higher than utility cow beef.

Current stocker and feeder prices, immediate delivery, showed good and choice feeder steers selling from \$23.50 to \$25, these scaling from 750 to 900 pounds or better. Good and choice light stock steers were rather difficult to locate, a few sales made at \$25 to \$27, with an occasional load of mixed heavy calves and short yearlings weighing around 550 to 600 pounds bringing \$28 to \$30, some having sold at Denver stock show recently in the open market as high as \$31 and \$32 in a small way.

Good and choice stocker and feeder heifers for immediate delivery were very scarce, a few sales scattered at \$23 to \$25, those bringing above \$24 usually weighing under 700 pounds. Very few calves were changing hands for immediate delivery, recent prices at the Denver stock show reflecting a spread of \$28 to \$33.50, quite a number of loads of choice quality bringing \$30 to \$33 with an extreme top of \$34.75 on 425-pound reputation brand. Good and choice heifer calves brought \$26 to \$29, mostly \$28.50 and below.

Stock cows continued in broad demand, with a price spread of \$175 to \$200 per head a popular range, quite a few weighty cows bringing \$200 to \$220, some of these already having calves at side.

Range conditions over the western states remained mostly good, from the standpoint of subsoil moisture, but several areas in the Plains were lacking in surface moisture and becoming subject to wind erosion. Snowfall arriving late in January over a considerable portion of the Plains was of considerable benefit, but further moisture will be needed. —C. W.

Steak and Spareribs

By LIZBY SCOTT

DUSK was setting in at the little hollow just outside of a tiny hamlet in southern Nebraska that Saturday evening in the early 1890's. Family groups were slowly drifting in, converging on the spot where a boy of seven stood waving a large branch over a long table. That boy was my husband, who had been chosen as that week's "fly-shooter" for the weekly meat cutting. On the table were piles of beef—12 of them, as equal in size and quality as the man in charge could make them.

"Whip it up lively, Sonny" the man said, "Folks don't want flies on their meat."

In these days of deep-freezes, refrigerators and corner butcher shops, it is hard to imagine how people of earlier times preserved perishable foods like meat, especially in summer in places so small that they rarely had a butcher in town.

In that part of the country, ice was hard to get. Rivers for cutting ice in the winter were not frequent, though some farmers drove considerable distances to procure a supply, which they stored away in blocks under blankets of straw or sawdust. Otherwise, meat was smoked for summer use or was put down in brine.

But the people of this small village, having no such facilities for storing ice, and craving fresh meat, developed an interesting custom in cooperative living. Each Saturday evening at dusk, about 12 families assembled in the draw just out of town for the weekly meat cutting, each bringing a large pan. Cooperatively, they had hired a man who knew meats, to buy and butcher a beef, which he divided into portions as equal as possible. Each family had its steak, each its soup bones.

The group settled here and there in clusters. "All right," the leader would shout to quiet the visiting, "It looks as if every one is here. Lets go on with the apportioning. Whose turn is it to be 'pointer'?"

"Jimmy's this time," all the youngsters shouted.

Proud and self-conscious over his selection, Jimmy came to the table, where he was blindfolded. His task was to circle the table and, when the master of ceremonies read off a family name, to point to one of the piles of beef. Then that family came forward and gathered its week's supply into a pan. Each was happy as no partiality could be shown.

Down the list of families the leader went, "Roberts," "Pivak," "Brown," waiting each time till that family had found its supply. To the amusement of giggling children, sometimes the blindfolded "pointer" went astray and pointed to something other than a pile of meat, or he collided with the

"shooter's" vigorous efforts.

When it was over, the leader called, "Who's for shooter and pointer next week?" and another pair was chosen.

The benefits derived from this "meat-gathering" were not solely utilitarian. All the family came, there being no movies or television or automobiles to deter them. And such visiting as went on among young and old—and a little courting too, perhaps! It became almost the Saturday night social event.

Most stayed throughout the entire procedure, talking with neighbors. But as dark closed in, each little group went its way home, happy for tomorrow's feast, never dreaming of the modern miracles in refrigeration to come within the lifetime of some of them.

Aussie Rabbit Riddance Gives Lucerne a Chance

Western Queensland, Australia, got rid of its rabbits with myxomatosis and as a result got lucerne (a sort of alfalfa) that carries up to two head of cattle to the acre.

The plant, spreading rapidly through the Warrega River channel country north of Charleville, is a perennial, with a deep rooting system, says the Australian Institute of Agricultural Science. Taproots have been found to be half an inch thick five feet down.

The man who carried two cattle to the acre on the lucerne kept them on it for nine months, and then shut up the "paddock" only to allow a nearby crop of oats to develop. Elsewhere it grew all year around.

It is believed that the rabbits kept the plant down, as its leaves and possibly the roots were quite palatable to them.

New Uses Search Pays Off In Fats for Animal Feeds

At least 300 million pounds of tallow and greases—and potentially much more—are going into commercial animal feeds annually as a result of research. The research was conducted as part of USDA's search for new uses for surplus animal fats and oils and was carried out under contract by the American Meat Institute Foundation at the University of Chicago, where several other animal product studies are being carried on.

Chains Plan New, Spruced-up Supermarkets in 1958

The food chain industry plans to build 2,000 new supermarkets and to remodel 1,700 old establishments in 1958, according to John A. Logan, president of the National Association of Food Chains. Mr. Logan was a speaker at recent Oklahoma City convention of the American National Cattlemen's Association.

Tax Law Amendments

By STEPHEN HART

Attorney, National Live Stock Tax Committee

I HAVE BEEN authorized by the National Live Stock Tax Committee to urge the enactment of legislation to accomplish the following things:

(1) The establishment of self-employed individuals' retirement pensions; (2) The averaging of income; (3) The revision of the involuntary conversion section of the Internal Revenue Code to provide greater flexibility, particularly with respect to replacement requirements; (4) The revision of estate tax provisions of the code to provide for payment of estate taxes in installments.

Retirement Benefits

The committee has studied various proposals to establish retirement benefits for self-employed individuals which in some measure at least will be comparable to the retirement benefits now available to employees of corporations pursuant to tax favored plans provided for in the code. The committee is impressed with the proposed Jenkins-Keogh legislation.

This legislation is particularly important to stockmen because the vast majority of them are self-employed and like other self-employers should be entitled to the same tax-protected retirement benefits which the code now makes available to employees.

Farmers and ranchers represent a large portion of the self-employed proprietors of small unincorporated businesses. Statistics show that in 1953 there were 7,714,512 sole proprietorships and that those involving agriculture, forestry and fishery amounted to 3,209,565, or approximately 42 per cent. Of this 3,209,565 group, farmers account for 3,125,511. In turn, there are roughly 1,243,400 farms, 50 per cent or more of the income from which is derived from dairy and livestock operations. Farmers represent one of the most important vertebra in the backbone of the nation's economy. They are traditionally independent people and want to work for themselves rather than for others. Their occupation is a hazardous one financially. The history of farming and ranching is one of feast or famine, due to the vicissitudes of the weather and the tremendous difficulty inherent in the stabilizing of the national farm economy. One year a stockman will make good profits, the next year these profits can be wiped out by disease, drouth or storm or merely lower prices. Under these circumstances, it is very difficult for the stockman to save for his old age. Hence, in those years when a stockman does make a profit he should be allowed to put part of it away, tax-free, and in so doing help accumulate a sum of money which he can draw down bit by bit in the low-

income years after his retirement at lower tax rates.

Averaging of Taxable Income

Averaging of taxable income would avoid what amounts to virtual confiscation by heavy taxation of an unusually large income all of which is received within one taxable year. This inequity has been dealt with to a very limited extent in Sections 1301 and 1302 of the 1954 Code, which sections are designed to give tax protection to professional persons such as artists, actors, writers and lawyers who, after working on a particular project for several years, suddenly realize the fruits thereof by way of full compensation all within one taxable year. These taxpayers are allowed to average this compensation over a period of a few years, thereby avoiding the heavy tax which would be imposed upon the lump sum compensation. These sections, however, do not overcome the chronic problem which faces a farmer or rancher during the entire period of his productive life. The problem is also somewhat eased by the carry-back and carry-over of operating losses, but these provisions also apply only to extreme fluctuations which result in actual losses; they don't even out the peaks and valleys of profitable years.

One of the greatest hazards, and possibly the greatest hazard, faced by the farmer is the fact that he sells his produce on a market which constantly fluctuates, frequently very violently. Specifically, I would like you to look at the situation of the stockman. In 1905, the value of cattle and calves was approximately \$13; by 1920 the price had risen to a peak of almost \$40; in 1922 the price dropped to about \$20; in 1930 the price had risen again to \$40; in 1934 the price had dropped to about \$11; in 1950 the price had risen to \$180, and in 1955 the price had dropped to \$90. I think this shows dramatically how the income of a cattleman is subject to tremendous ups and downs. The result of this and the graduated income tax is that in the good years the profits earned by a stockman are in large part taxed away in the highest brackets leaving him with very little accumulation to carry through the bad years. Clearly this is an entirely different situation from that of the wage earner whose earnings are roughly the same year after year, and whose total tax burden at lower rates on the same total income is, therefore, much less. This results in the stockman actually being penalized taxwise for his willingness to undertake the risks of farming, which are so essential to the economy of our country. It seems clear then that the stockman should be allowed to average his income.

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BREEDER'S SUPPLY CO. COUNCIL BLUFFS IOWA

The National Live Stock Tax Committee has studied various methods proposed for the averaging of income and favors the proposal of Representative Curtis of Missouri whose bill H.R. 7837 was introduced into the House of Representatives last year and was referred

to the Committee on Ways and Means. Briefly, the proposal works this way: an individual who had a substantial increase in income in any one year would be allowed to spread the increase over that year and the five preceding years. His tax on the increase would be com-

puted on the lower rates applicable to the preceding years. The proposal limits the adjustment to cases in which there is an increase in one year of more than 50 per cent over the average income of the past five years. The committee feels that this general method is realistic, simple and fair. All of the income is taxed, but at average rates.

However, the committee feels that the proposal should be varied to increase the averaging period from five to 10 years in view of the fact that the highs and lows of agricultural price cycles would be more completely encompassed by a 10 rather than a five-year period.

The committee feels that this is of vital importance to the farmer and rancher in view of the fact that his income fluctuates tremendously and he is, therefore, penalized taxwise by the imposition of taxes at graduated rates on each year's income rather than on his average income over a period of years.

Involuntary Conversions

A matter of growing concern to the National Live Stock Tax Committee and the stockmen it represents is the ever increasing activity of the federal and state governments in the field of real property condemnation. In the recent past, millions of acres belonging to farmers and ranchers have been condemned for defense purposes, for highways and for national parks, for recreation and for wildlife refuges. It appears that under the proposed federal highway program there will be additional condemnations involving substantial amounts of land. Although the land owner is theoretically compensated for the taking of his land, nevertheless he is presented with serious problems as a result. A most important problem to him is being ousted from what in many cases has been the home of his family for several generations. Moreover, he is faced with other problems—financial problems—which result from the present provisions of the code which are designed to protect him from unfair tax treatment but which fail to accomplish this purpose effectively.

The present provisions of the code which cover the so-called "involuntary conversions" are contained in Section 1033 and they provide, among other things, that if a man's land is condemned and the money which he receives therefor is more than he had originally paid for the land, thus resulting in a profit, this profit will not be taxed provided that the land owner reinvests all of the condemnation proceeds in "property similar or related in service or use to the property so converted" within one year after the close of the first taxable year in which any part of the gain is realized or at the close of such later date as the secretary of the treasury may agree to. This section of the code has gone a considerable way in protecting a land owner from being taxed on a profit which he was forced to realize, thus



An informal conference in the headquarters lobby at the American National convention in Oklahoma City (l. to r.): A. T. Foreman, Marmarth, N. D.; John Baumgartner, San Martin, Calif.; John Fott, Hamill, S. D.; A. L. Dinehart, Chamberlain, S. D., and Harry Blair, Sturgis, S. D.



Among almost 100 Texas delegates to the American National gathering at Oklahoma City were (l. to r.): Henry Biederman, editor of The Cattleman, Fort Worth; Roy Parks, Midland; Norman Mosher, DeKalb.



Volunteer assistance of Oklahoma radio and television men gave Information Director Lyle Liggett of the American National a unique opportunity for providing timely film and recorded interviews with convention dignitaries to stations throughout the country. Here New President Milburn, Grassrange Mont., and Robert Johnson, Sanger, Calif., are ready for "shooting" by the camera crew of Harold Dedrick, radio-TV specialist at Oklahoma State University, left, and Bill Hare, of the Oklahoma City Livestock Exchange.

reserving to him all of the condemnation proceeds for reinvestment in similar property provided that he does so within the required period of time. I should point out that in many cases the tax profit made on condemnation can be quite sizeable if the land condemned has been held for a good many years by the land owner. Property values have soared over the years so that the difference between the land owner's original cost and the cost of the land's fair market value at the time of condemnation can be tremendous. A tax imposed upon this differential is a severe penalty since the land owner needs all of the proceeds tax-free in order to purchase comparable land, which also is highly priced.

Unfortunately, however, although Section 1033 is designed as a tax relief section, nevertheless the regulations and court decisions have limited the land owner severely insofar as the use of the condemnation proceeds is concerned. The words "property similar or related in service or use" have been very narrowly interpreted. For example, the regulations state that there is no investment in property similar in character if "the proceeds of unimproved real estate, taken upon condemnation proceedings, are invested in improved real estate." Under this regulation which has been sustained by court decisions, if a stockman's home, ranch or farm were condemned, he could not take the proceeds and invest part of them in unimproved real estate, using the rest to build himself a new house, barn and so forth.

Thus, the primary difficulty under the present Section 1033 is that the land owner is severely restricted as to the type of property in which he must invest the condemnation proceeds and the time within which he must do so. Certainly a land owner should be allowed to purchase similar unimproved real estate and use part of the proceeds to build a home and other improvements comparable to those he had on the property which was condemned. Certainly he should be given ample time in which to find property comparable to the property condemned. In addition, he should be given greater latitude as to the type of property he may purchase since in many cases it is impossible or completely impractical for him to find property in the same area or in an area in which he wishes to live, which is comparable to his condemned property. If he is unable, for instance, to find another ranch or farm, he should be allowed to invest the condemnation proceeds in some other form of income-producing real estate. Under the present law, he would be restricted to purchasing another ranch or farm and he would have to do so promptly. It is true that he could extend the replacement period by agreement with the government, but he is exposed to a serious sacrifice should he happen to slip up in meeting the extension requirements.

There were introduced into the last session of Congress many bills dealing with this problem. The relief asked for by these bills ranged all the way from eliminating the tax even though the proceeds were not used for reinvestment to merely relaxing the replacement requirements. One of these bills which we feel has particular merit provided for non-recognition of gain provided that the taxpayer reinvested the proceeds in other income-producing property whether or not the new property was similar to the property converted. The committee feels that an amendment of Section 1033 along these lines would be far more equitable to an ousted land owner than the present restrictive conditions, and, in addition, the committee feels that the time within which the converted property must be replaced should be extended to at least a two-year period. As a minimum, the committee feels that Section 1033 should be amended to provide that there will be no recognition of gain in the event that a taxpayer reinvests the proceeds in property of a "like kind" to be held either for productive use in trade or business or for investment. This provision presently exists under Section 1031(a) in connection with non-taxable exchanges of property held for productive use or investment, and under the regulations and cases interpreting these provisions a taxpayer may exchange improved real estate for unimproved real estate and he may exchange city real estate for a ranch or a farm, or a leasehold of a fee (with 30 years or more to run) for real estate. Certainly the law should not impose, as it now does, more stringent replacement requirements with respect to the rancher whose property is condemned by the government against his will than with respect to the rancher who makes a voluntary trade with another taxpayer.

There is one other provision of Section 1033 which the committee would like to see amended and that is the provision whereby the benefits of Section 1033 are extended to sales of breeding herd livestock forced by drouth. In this case, the committee particularly urges that the replacement period be extended to five years in view of the fact that after a severe drouth it takes a rancher or farmer a number of years to recover fully and the stockman should not be required to replace all of the sold breeding herd animals within one year after the sale. He should be allowed to buy back more slowly, and it is the consensus of the committee's sponsoring associations that five years is realistic. A bill to this effect, H. R. 6143, has been introduced by Congressman Ikard of Texas. And in connection with this problem, the committee also is interested in relaxing the restriction as to the type of property which is required for replacement. The committee feels that a stockman should be allowed to replace breeding cattle with breeding sheep, or vice versa or, in fact, to be able to replace any type of breeding animal with any other type.

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Payment of Estate Tax

One of the greatest problems faced by farmers and ranchers is the payment of estate taxes. This is a greater problem for the farmer and rancher than for most other businessmen because of the fact that his estates assets have very little liquidity and there is customarily very little cash on hand to pay estate taxes. More often than not the ranch or farm is mortgaged at the time of death and therefore it is not possible for the estate to borrow money against it. The only alternative, therefore, is to sell livestock or land. This is frequently a very serious alternative in that it can mean the end of the ranch or farm as a going business. The forced sale of a substantial part of a breeding herd which the deceased rancher or farmer and his family had taken years to build up may not only cripple the ranch financially but it also represents a great economic waste. The same can be true if a large part of the ranch or farm properties must be sold. Certainly the government would do better to allow the tax to be deferred for a length of time by permitting the estate to pay in installments out of receipts from the ranch's or farm's normal operations.

Under the present estate tax law, the tax must be paid within 15 months after the decedent's death with the exception that this time for payment may be extended at the discretion of the secretary of the treasury in so-called "undue hardship" cases. But this exception is not satisfactory for several reasons—among them, the fact that the extension is entirely discretionary with the secretary or his delegate. In addition, the regulations which have appeared by way of interpretation of this undue hardship section give a very narrow and limited definition of an undue hardship. Under these regulations the estate is required to sell its assets if there is a market for them unless the sale would result in a substantial financial loss. In other words, it appears that the estate must sell un-

less the sale would be at a sacrifice price. Thus, although the government's tax interests are well taken care of by such regulations, the family of the taxpayer is faced with almost inevitable ouster or dispersion of the livestock on farm or ranch.

Because of the foregoing, the National Live Stock Tax Committee feels it to be very important that the estate tax provisions of the 1954 code be amended to allow the estate of a farmer or rancher to pay the estate tax in installments over a period of years. The committee has studied a number of bills which have been introduced in Congress, including those of Senator Malone and Representatives Simpson and Baumhart. As you know, Senator Malone's bill is directed squarely at the farm and ranch problem and extends the privilege of installment payments of estate tax to estates where one-half or more of the value of the gross estate consists of property which was used by the decedent in farming. This bill provides for five installment payments.

The bill introduced by Representatives Simpson and Baumhart, on the other hand, is more broadly worded and is directed toward small businessmen in general and, in the committee's opinion, clearly would include farmers and ranchers. This bill provides for 10 installment payments. The committee feels that this bill is preferable in view of the larger number of installment payments allowed, and also because the committee recognizes that other small businessmen besides farmers and ranchers are also in serious need of this same tax relief.

In conclusion, the National Live Stock Tax Committee feels strongly that the estate tax provisions of the 1954 code be amended to allow payment of the estate tax in installments where small business is concerned and where more than one-half of the gross assets of the estate represent unliquid assets from which arise the primary source of the decedent's income. The farm or ranch of a decedent is an outstanding example of this situation.

Corn Belt Feeders Act on Marketing, Grading

The Corn Belt Livestock Feeders Association, at its 16th annual meeting in Chicago, elevated John H. Litzelman of Vermillion, S. D., to the presidency, and Earl Lowe of Kenton, O., to the first vice-presidency; Earl McQuown, Sr., Red Oak, Ia., was named second vice-president, and Don Magdanz, Omaha, Nebr., executive secretary-treasurer.

Resolutions adopted included: Cautioning members of the swine industry against becoming involved in vertical integration or contract production; urging USDA to drop its Oct. 1 cattle-on-feed report, asking in its stead for a Dec. 1 report; favoring legislation for financing a meat promotion program; endorsing P & S Y amendment describing auction markets as such and providing separate USDA agency for enforcing the act; supporting legislation pending to supervise packer trade practices. The feeders opposed changing the conformation factor in grading; wanted a five-man study committee on grading; opposed price supports on livestock; urged orderly marketing; favored repeal of federal excise tax on transportation; endorsed right-to-work law; commended national grub control by systemic materials.

Arizona Cattle Feeders Name Matthews Chariman

Nearly 200 cattle feeders gathered in Phoenix, Ariz., Jan. 25 for the 24th annual meeting of the Arizona Cattle Feeders Association, the oldest such group in the nation. Clyde Matthews, Scottsdale, was named chairman of the board, and Bob McMicken and W. B. Swahlen, Jr., were elected to the board in a business session. Speakers included Prof. W. T. Berry, Jr., Texas A & M College; Lyle Liggett of the American National; and Profs. Harold E. Myers and Bruce Taylor of the University of Arizona.



American National Junior Association delegates from Nebraska attending the Oklahoma City meeting.

American National Men Honored at Hall of Fame



Frank Boice



Fred Bixby



Dan Casement



Cal Floyd



Vic Culberson



Otto Barby



J. B. Kendrick

Among 41 persons voted into the National Cowboy Hall of Fame in Oklahoma City, Okla., at a recent trustees' meeting were the following men who had guided the work of the American National Cattlemen's Association as presidents or loyal supporters:

Frank S. Boice of Arizona, 1894-1956; American National president 1942-43; trained as engineer, he became one of Arizona's leading cattlemen.

Fred H. Bixby, died in 1952; rancher and banker in California; president of American National 1922-25.

Dan Casement of Kansas, 1868-1953; outstanding breeder and feeder; a founder of American Quarter-Horse Association.

Calvin W. "Cal" Floyd of Kansas, 1872-1955; cattleman in Flint hills and Osage; chairman of Kansas Livestock Sanitary Commission.

Victor Culberson, 1863-1930; out-

standing New Mexico cattleman; president of American National 1929-30.

Otto C. Barby, 1865-1955; rancher, homesteader in "No Man's Land" of Oklahoma Panhandle; preached against plowing grass to create predicted dust bowl.

G. E. "Ed" Lemmon, 1857-1946; operator of one of largest ranches; stabilizing influence in settling South Dakota.

John B. Kendrick, 1857-1933; former governor of Wyoming and U. S. senator; rancher; president of American National 1919-21.

Francis E. Warren, 1844-1929; first elected governor of Wyoming; U. S. Senator; rancher.

Previously voted into the shrine were Will Rogers, Theodore Roosevelt, Charles Goodnight of Texas; Charles Russell, and Jake McClure.

The list of recent honorees also included Edward Beale of California;

Dean W. L. Blizzard of Oklahoma; "Buffalo Bill" Cody; Dr. Charles F. Curtiss of Iowa; James H. Hill of Minnesota; Pete Knight of Alberta; Henry Miller of California; Tom Mix; Eugene Manlove Rhodes of New Mexico; Brigham Young.

Ramon Ahumado and George Ruffner, Arizona; Henry C. Daulton, California; Frank Gooding and John Hailey, Idaho; Robert C. Ford and Carsten C. Kohrs, Montana; Frank North and Edward Creighton, Nebraska; John Sparks and Daniel Wheeler, Nevada; John Chisum, New Mexico.

Wilese Richards and John W. Goodall, North Dakota; Charles H. Tompkins, Oklahoma; James Philip, South Dakota; Stephen F. Austin and Oliver Loving, Texas; Anthony Ivins and Jacob Hamblin, Utah; Andrew J. Splawn and Benjamin E. Snipes, Washington.

Cattle on Feed Down Some In Over-all Picture

Cattle and calves on feed for market on Jan. 1 ran to 5,867,000 head, 3 per cent fewer than a year earlier, says the Crop Reporting Board. On Jan. 1, 1957, there were 6,067,000 head on feed and the five-year average was 5,552,000 head. In the 13 principal cattle feeding states the number was 5,030,000 compared with 5,161,000 Jan. 1, 1957.

Corn Belt numbers were up 1 per cent—4,399,000 head compared with 4,375,000 a year earlier. In the western Corn Belt states the hike was 3 per cent; in the eastern part, down 5 per cent.

Shipments of stockers and feeders into the nine Corn Belt states October to December were 24 per cent more than a year earlier; during July-December they were up 11 per cent.

On feed in the 13 western states were 1,390,000 head, 13 per cent below Jan. 1, 1957. California, the leading feeding state in the West, declined 21 per cent; Colorado, second ranking, had 2 per cent more. Other states in the West showed declines except Wyoming, Utah and Nevada.

In the 13 states for which quarterly on-feed estimates are made, numbers were 3 per cent below a year ago but 57 per cent above Oct. 1, 1957, numbers. Last year there was a 43 per

cent increase from October to January. Placements during October-December were up 5 per cent from the period a year earlier, and marketings of grain-fed cattle were down 3 per cent. The number of short-fed cattle marketed (those placed and marketed in the quarter) at 157,000 was the same as a year earlier.

There were more cattle on feed weighing under 900 pounds than a year ago but smaller numbers in the 900-1,300 pound groups. Percentage-wise as to the total, cattle weighing less than 600 pounds were 31 compared with 30 a year earlier. The 600-900 pound cattle made up 45 per cent compared with 44 per cent; 900-1,100 pounds 18 per cent and 21 per cent; and over 1,100 pounds 5 per cent both this and last year.

Cattle on feed less than three months in the 13 states were 5 per cent above a year earlier; those three to six months were down 26 per cent. As a per cent of total on feed Jan. 1, 1958, the less-than-three-months group was 78; three to six months 19 per cent; more than six months 3 per cent. Last year's percentages were, respectively, 72; 25 and 3.

In the 13 states steers represented 54 per cent of the total on feed compared with 55 last year; heifers 21 per cent both years; calves 24 per cent (23 in 1957); cows and others 1 per cent both years.

Again in the 13 states, feeders' marketing intentions: Of the 5,030,000 head on feed, 765,000 or 15 per cent were to be marketed in January; 698,000 or 14 per cent in February; 608,000 or 12 per cent in March, and 2,959,000 or 59 per cent to be marketed after Apr. 1, 1958.

Sheep and Lambs on Feed Largely in The West

Sheep and lambs on feed for market on Jan. 1 were 8 per cent fewer than a year earlier, with the number estimated at 3,939,000 head—364,000 head less than Jan. 1, 1957, and the smallest for Jan. 1 since 1951. A substantial part of the decrease was in the western states.

In the Corn Belt the number—2,309,000—on feed was 1 per cent less than a year earlier, but it was up 64 per cent in Kansas, and, still, in Kansas, Oklahoma and Texas the number was 4 per cent under last year.

In Colorado it was 8 per cent less. In the North Platte Valley of Nebraska and Wyoming down 25 per cent. In California, 29 per cent down; Montana up 9 per cent; Wyoming up 17 per cent; New Mexico up 57 per cent; Oregon up 10 per cent; Nevada static; Idaho down 40 per cent; Arizona down 49 per cent; Utah down 21 per cent; Washington down 24 per cent.

Whip-Cracking Boat-Riding Cowboys

Cowpunchers of Cameron Parish, Louisiana, have an extra chore: They must swim their cattle across the Calcasieu River twice a year to go from summer to winter range and back again.

Each October several ranchers gather their cattle from summer ranges east of the river and bunch them for the trek from Creole to the Johnson Bayou country in extreme southwestern Louisiana, a distance of about 50 miles.

The river-crossing part of the drive must be made when the river current is practically stilled by full high tide coming in from the Gulf of Mexico. In addition to the hazard of the current sweeping cattle out into the gulf, crossing must be timed between ship traffic.



A cowboy waits for the tide, for the tide can't be hurried. He will give the signal for the crossing of the herd of 2,500 head of cattle over the 1,000-foot-wide river a quarter mile from where it empties into the Gulf.



Conditions are right! The horse herd leads the cattle into the stream, striking out for the west shore. Boats downstream will attempt to keep the cattle in a straight line.

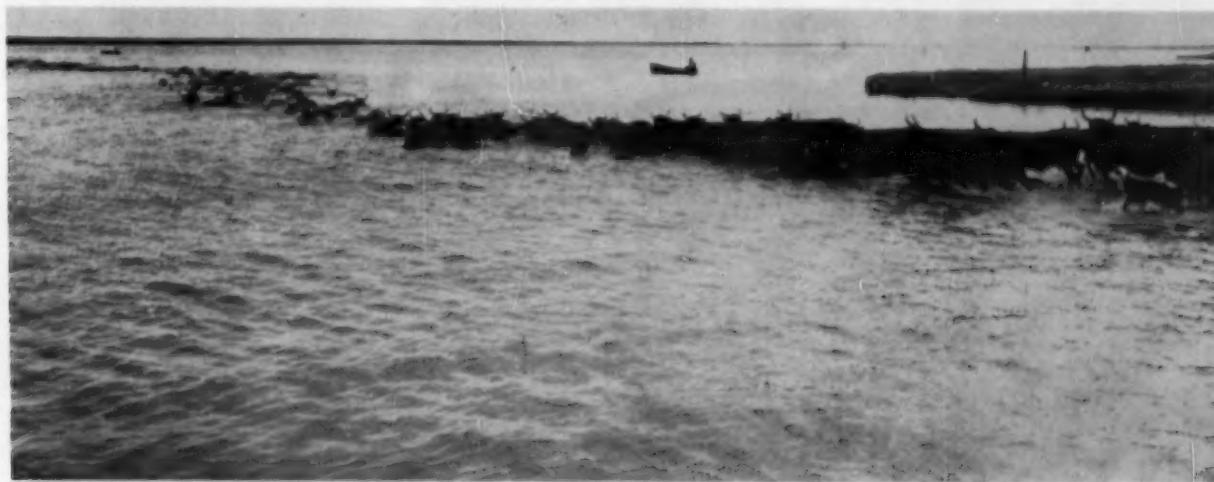
Crossings require exact timing and a high degree of teamwork between riders.



Cows swim easily, some with young calves along side. Calves get some help by laying their heads across the mothers' backs.



The last ones are urged into the water. Many riders unsaddle their horses and let them swim across after the cattle. Men cross by highway ferry.



The herd is well strung out and bulges downstream just a little in the middle of the river, encouraged to stay in line by whip-cracking, boat-riding cowboys.



A few very young calves are roped and given a lift.



After a short rest, the cattle will hit the trail for the bayou country. The river will be crossed again in April when the herd is returned to summer range. The crossing is over in about 30 minutes, with a casualty count of none. (Pictures and story courtesy of Robert E. Williams, range conservationist of USDA Soil Conservation Service, Athens, Ga.)



Through a Ranch House Window

By DOROTHY McDONALD

I am most happy this month to have this and the Home on the Range columns crowded out by very fine coverage of the National convention. My most sincere thanks to Mrs. J. T. Wadlow, to our new president, Mrs. Burghart, and to the Oklahoma CowBelles' president, Mrs. Betty Smith, for the information they sent me so that I really felt we are telling you about the meetings even better than I'd have been able to do if I had been there. No doubt I'd have been registering latecomers, or visiting with an old friend, or sleeping in some mornings, and wouldn't have gotten all this for you at all!

My sincere thanks, too, to the many, many CowBelles who sent me Holiday greetings or wrote to wish me well before my operation. It was a relatively slight one on my eye, and happily I have made a fine recovery and already discarded the rakish patch that decorated my eye in January!

I am hoping that you will continue to write and perhaps to share your Ranch House windows, and the delights and problems of your ranch days. In that way, this column can truly reflect the view, and the views of all of you.

And that's my dearest wish for 1958!

Your New President

Mrs. Robert A. Burghart—"Yodie" to her many friends—is no stranger to most of the National CowBelles. Two years ago she was Colorado's state president and this past year she served as our National first vice-president. Dynamic Yodie Burghart was born Yolande Ingle in the Oklahoma Panhandle and spent her childhood in the Fargo and Shattuck area where both her grandfathers had settled after the land rush. She attended high school in Kansas City, Mo., and graduated from Colorado College in the city that was later to become her home—Colorado Springs. It was in college that she met Mr. Burghart and after their marriage they made their home in Kansas City until 1942. They have a son, Robert Jr., and two grandsons, Gary, four, and little two-year-old Brad.

In addition to her activities in the CowBelles, Yodie Burghart is a leader of her college alumni activities, her church, and of P.E.O. She is chairman of the alumnae advisory board of Delta Gamma and president of the local alumnae chapter, as well as serving in

the Women's Educational Society of Colorado College.

She is a member of the national boards for international contention and higher education for the First Christian Church of the Disciples of Christ.

The Burgharts have cattle on their ranch east of Colorado Springs as well as in Baca and Bent counties, where they also raise broomcorn.

Let's back our new president all the way and make her year as our leader one that she will always remember with pleasure, as well as a highly successful one for the National CowBelles!

American National

CowBelle Chimes

Vol. 6, No. 2

February, 1958

President—Mrs. Robert Burghart, Colorado Springs, Colo.

Vice-Presidents—Mrs. N. H. Dekle, Plaquemine, La.; Mrs. Jack Hirsche, Jackson, Mont.; Miss Margaret McCarty, Clarence, Mo.

Secretary-Treasurer—Mrs. Al Atchison, Colorado Springs, Colo.

Editor—Mrs. Dorothy McDonald, 203 N. 47th St., San Diego 2, Calif.

A Message From Your CowBelle President

Greetings to CowBelles everywhere:

The 61st annual convention of the American National Cattlemen and the fifth American National CowBelle convention have come and gone, but I am sure all who attended the meeting in

Oklahoma City will have many happy memories all through the year.

To Mrs. J. B. Smith and her corps of able assistants we say, "Thank you for your wonderful hospitality and the many, many courtesies extended to us during our stay with you. It was tops and I am very proud of my native state."

Mrs. Trego, her officers and the committees have done an outstanding job this past year. They have challenged us to higher goals. A very special "thank you" goes to Mrs. Tom McElroy and Mrs. Joe Oliver for their fine presentation at the Tuesday morning breakfast. The chart prepared by Mr. Hilaire of the Hilaire National Restaurant Association will be available to the states, as well as Mrs. Oliver's report.

The general council had a breakfast on Wednesday morning to discuss and formulate plans for the coming year. Mrs. Tripp of the National Beef Council met with us, and made several excellent suggestions.

The executive committee met for lunch on Wednesday to finish up the discussion and plans for the coming year. Time is always so short, and we have so much to do while we are together. I am thrilled with the women who were elected to serve with me. Mrs. N. H. Dekle, that charmer from Louisiana, will chairmen the beef promotion work. Mrs. Roy Houck of South Dakota will be chairman of "Beef for Father's Day" and Mrs. Hilliard Miller of Colorado Springs will be chairman of the National "Father of the Year" promotion. Mrs. Jack T. Wadlow will do contacts and publicity for "Beef for Father's Day."

Our membership chairman, Mrs. Jack Hirschy of Jackson, Mont., already has plans for a membership contest. Miss Margaret McCarty of Clarence, Mo., will do public relations. If Miss McCarty does half the job that she did with membership for the Missouri CowBelles, I am sure we will have a successful year in this department.

We hope to come up with something new and different in the promotion of "Beef Cookery." A great big "thank you" should go to Marian Guthrie and Marie Carlisle of California for their many hours spent in distributing our cookbook.

Your 1958 officers will welcome suggestions so please do not hesitate to let us hear from you. Ida Mae Atchison, your secretary-treasurer and my neighbor, will be looking for your dues.



Mrs. Robert Burghart

As you know, our dues and state affiliation fees are our only source of income. I know of no other national organization whose dues are as small as ours. Why not have your state 100% national this year?

It is my hope that at the close of our year as your officers and leaders we can say, "These things we have done together."

—Yodie Burghart, President

Report on Convention

The CowBelles' meetings got under way with the ladies' reception and later the reporting session on Sunday evening in the Continental Room of the Skirvin Hotel, with 22 states reporting.

Monday's Ladies' Luncheon featured a very clever style show, "It Started With Eve," with Miss Dorothy Quinan as commentator. Mrs. J. B. Smith, president of the Oklahoma CowBelles, was the gracious chairman of the day; Miss Margaret McCarty, president of the Missouri CowBelles, delivered the invocation, and Mrs. Robert Burghart made the Photo Contest awards, which are reported elsewhere. This contest, an innovation this year, produced 50 outstanding photographs—fewer, really, than there should have been. But they were of such fine quality, and so much enjoyed by the viewers, that it is hoped a similar contest might bring out many more entries another year.

Tuesday the CowBelles met for their annual breakfast and business session in the Skirvin Hotel. Special guests were Mr. and Mrs. Ben McElyea of Hobart, Oklahoma's "Father of the Year" and his charming wife. They have three children—all adopted—and "one grandchild in the corral and another in the chute." Entertainment was by Oklahoma radio stars "Wiley and Gene." A toast was made to President Smith and a poem for all CowBelles, by Mrs. Daisy Dunn, was read.

As a memorial to Mrs. Chester Paxton of Nebraska and other departed CowBelles, a moment of silent prayer was observed, after which Mr. Garland of Oklahoma sang the Lord's Prayer.

Mr. Karlan of the National Beef Council was the principal speaker, and the ladies also heard an explanation of plans for the Cowboy Hall of Fame by its architects.

After the business meeting officers for 1958 were elected. Gifts were presented to Mrs. Trego and Mrs. Haase, outgoing president and secretary-treasurer, by Mrs. Burghart for the National CowBelles. Betty Smith on behalf of the Oklahoma CowBelles presented gifts to Mrs. Trego and Mrs. Don Collins, wife of ANCA's president. Mrs. Burghart, newly-elected president, received an orchid from the Colorado CowBelles and from her local group, the Pikes Peak C.B.'s. She also received a bouquet of Colorado carnations from the Colorado Cattlemen's Association.

Tuesday afternoon the ladies enjoyed

a wonderful tour which included Reverend "Bill" Alexander's Church of Tomorrow and the Hummel Holiday Village, and later they witnessed the ground-breaking ceremonies for the Cowboy Hall of Fame.

Wednesday morning at a breakfast presided over by the new president and attended by state presidents or their delegates, plans for 1958 got under way. They are covered more fully in your president's report.

In addition to their own activities, the ladies enjoyed the many social events arranged for all the delegates. These included a social hour Monday evening, chuckwagon feed and world premiere of the motion picture "Cowboy," and the banquet and Stockmen's Ball Wednesday evening.

The Oklahoma ladies were wonderful hostesses and made everyone feel really welcome. Everything was well planned and went along with clock-like precision. Door prizes, favors and gifts, really too numerous to mention, included salt and peppers, ceramic trivets, perfume, shampoo, silver trays and water pitchers, a hand-woven rug, leather key holders, telephone notebooks, cigarettes, matches, carnations, apples from Washington, a full slenderizer course, and many others. All visiting CowBelles were especially appreciative of the services and favors rendered by the Oklahoma ladies who manned a Hospitality Room in the Skirvin Hotel all during the meetings.

It was a wonderful meeting and if you didn't make it this time, start planning now to go to Omaha in 1959!

Officers for 1958

President—Mrs. R. A. Burghart, Colorado Springs, Colo.

1st vice-president—Mrs. N. H. Dekle, Plaquemine, La.

2nd vice-president—Mrs. J. F. Hirschy, Jackson, Mont.

3rd vice-president—Miss Margaret McCarty, Clarence, Mo.

Committees:

Budget—Mrs. Fred Dressler, Gardnerville, Nev., Chairman

Mrs. M. E. Trego (new member for 3-year term)

Beef Promotion—Mrs. N. H. Dekle, Chairman

Mrs. Roy Houck, Gettysburg, S. D. —"Beef for Father's Day" chairman

Mrs. Hilliard Miller, Colorado Springs —"Father of the Year" chairman

Mrs. William Garrison, Glen, Mont.
Mrs. Ernest Browning, Willcox, Ariz.

Mrs. Joe Oliver, John Day, Ore.

Beef Cookery—Mrs. Roy Averill, Madera, Calif., Chairman

Mrs. John Guthrie, Porterville, Calif.

Mrs. J. B. Smith, Pawhuska, Okla.

Public Relations—Miss Margaret McCarty, Clarence, Mo.

Scrap Book—Mrs. J. F. Hirschy, Jackson, Mont.

Sandhills "ALL-STEEL" CATTLE OILER

Automatically knocks Flies, Lice, Other Stock Pests from any size cattle or hogs. Cattle treat all parts of body including neck, shoulders, rump and undersides. New type pump saves insecticides and guarantees even oil distribution — Fully adjustable for any amount oil — Fully automatic. The 3-gal. oil supply lasts for weeks. Fill with oil and forget it. Easy to install in any past, anywhere.

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WRITE FOR BROCHURE:
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Idaho Shorthorn Breeders Association

ANNUAL SPRING SHOW and SALE

Show, March 1, 10 A.M.

Sale, March 1, 1 P.M.

At Idaho Livestock Auction Yards at Idaho Falls, Idaho

This sale includes several outstanding herd bull prospects and a good number of coming two-year-old range bulls. Some females sell, including both open heifers and those carrying the service of top Idaho, Montana and Utah breeding. Some small lots of calves will sell in conjunction with the sale.

For catalog see, write or call
GLEN A. HARVEY, Secretary
Box 1138, Idaho Falls, Idaho

The Business Meeting

Minutes of the July 11 executive committee meeting in Denver and of the July 12 meeting of the general council. Treasurer reported \$2,207.47 balance on hand.

Committee reports:

Membership, Mrs. Lucius Long, chairman; total membership of 3,212, with 682 new members in 1957.

Public Relations, Mrs. J. C. Holbert, Bettendorf, Ia., chairman. She stressed need of cooperative efforts with other industries and organizations.

"Beef Cookery," Mrs. John Guthrie, Porterville, Calif., chairman. The book has gone into three printings, a total of 31,771 copies, of which only 1,438 remain on hand. Financial report of this committee shows a balance on hand Jan. 1, 1958 of \$11,790.15.

Beef Promotion, Mrs. Joe Oliver, John Day, Ore., chairman. The lengthy report, stressing work with the National Restaurant Association, with railroad companies, and the promotion of Beef Candy we will hope to give to you next month.

By-Laws, Mrs. N. H. Dekle, Plaquemine, La., chairman. Advised members whose dues remain delinquent by July 1 be dropped from the membership rolls. Amendment adopted by 3/4 vote.

Nominating Committee report read by Mrs. Dekle since Mrs. Al Atchison, chairman, was on proposed slate of officers. There being no nominations from the floor, officers selected by the committee were unanimously elected. Meeting adjourned.

State Conventions

We are happy to be reporting, though a bit late, on the 1957 Arizona CowBelles convention in Prescott on Dec. 12-14. The squaw dress contest held at the luncheon on the 13th produced beautiful entries from almost every group in the state—as the judges commented, "it sure was hard to pick the winners." Chosen for first place was Mrs. Ernest Chilson's pink georgette with an Indian design of turquoise blue and black on white. Evelyn Chilson, wife of the 1957 president of the Arizona Cattle Growers, has beautiful black hair and the dress set off her loveliness. Second prize went to Mrs. Eve DeBois of Willcox. Her black one-piece dress, modeled by Mrs. Alaire Tenny, was trimmed with white arrowheads and appliques in blue. This dress was so exquisitely made that it could be worn inside-out and be just as attractive.

Two Belles tied for the trip to Oklahoma City on the membership drive. (Sorry we do not have their names.) Each was awarded a one-way ticket to the convention.

Mrs. Genevieve Stringfield was program chairman and Mr. Gene Shaw of the social service office was speaker at the Dec. 14th CowBelle breakfast.

Officers chosen for 1958 were Mrs.

Pete (Dora) Bartmus, Kingman, president; Mrs. Leonard (Grace) Neal, Kingman, secretary-treasurer; Mrs. Sue McDaniel of Phoenix and Mrs. Helen Boyd, vice-presidents.

...

The Calcasieu (La.) CowBelles installed new officers at a Christmas party held in the home of Mr. and Mrs. Vaughn Managan in Sulphur. Mrs. W. L. Caldwell and Mrs. Desiree Miller presented the club with a beautiful hand-tooled leather banner made by Mrs. Caldwell. Centered with a mounted cowgirl and bordered with brands of charter members, this banner matches the large leather scrap book previously presented by Mrs. Clyde LeDoux. The following officers were installed for 1958: Mrs. Clyde LeDoux, president; Mrs. H. F. Keever, vice-president; Mrs. LeRoy Daughenbaugh, secretary-treasurer.

Oregon CowBelles' executive committee announced that the Oregon Cattlemen have donated money to buy 100 boxes of Beef Candy to be presented to U. S. Senators. Unanimously chosen to go to Washington to present this candy was CowBelle Elizabeth Campbell, with Marion Jacobson as alternate. The committee raised \$50 toward funds for this trip and all county groups are to be asked to contribute.

...

Don't let your CowBelle membership lapse! Send a dollar today to our new secretary-treasurer for your 1958 dues.

Father's Day Campaign

Material is going out this week to CowBelle groups and to youth organizations throughout the nation to begin the 1958 campaign to select the "Father of the Year" as a part of the annual Beef for Father's Day campaign.

Mrs. Hilliard Miller and Mrs. Ted Smith, both of Colorado Springs, Colo., co-chairmen, said that inasmuch as nominations can come only from youth groups, material was prepared for distribution to them through state and local CowBelle organizations and through state and national offices of youth groups.

Deadlines for the coordinated campaign include Apr. 1 for the return of entries for county prizes, Apr. 10 for state nominations and Apr. 20 for national entries. This will mean, she said, that fast work will be necessary in the final selection at each level but that "publicity recognition of our various fathers" can thus be better developed in the period prior to Father's Day, June 15.

Mrs. Miller explained that coordinated publicity is being arranged and that many of the interested publications require considerable advance notice ahead of the actual public announcement.

Mrs. Miller asks that all CowBelle units or individuals interested in securing the short, simple questionnaires and application forms for distribution

to youth groups of their areas write her at Motor Route 1, Box 156, Colorado Springs, Colo.

Photo Contest Awards

For the first time in an annual convention, CowBelles in Oklahoma City made their homes on the range come alive in an exhibition of photography that was so delightful all agreed it should become a regular feature of future meetings. Some 50 prints were entered, and 10 prizes and nine honorable mentions were recommended by a jury consisting of Burt Sponhaltz, president of the Oklahoma City Camera Club; Inez Glenn, advertising executive, and Aline Jean Treanor, arts critic of the Daily Oklahoman.

Grand prize went to Margaret Hanson of Kaycee, Wyo. for "Homeward Bound," her picture of two horses and riders—Dad-sized and pint-sized—and their dog against a background of open space and cloudless sky.

WINNERS PUBLISHED

This month the Producer is publishing "Homeward Bound," Margaret Hanson's grand-prize-winning photo. Some of the other prize-winners in the CowBelle photo contest will appear in future issues, either on the cover or inside the magazine. Winners are listed below.

Ranch Life prizes went, 1st to Mrs. Castleberry of Ekalaka, Mont. for a panoramic corral and roping scene; 2nd to Mrs. D. E. Jones of Juntura, Ore. for an artistic lonesome shot of an old-fashioned slaughter wheel; 3rd to Mrs. Edna Smith for a tete-a-tete between Baby and Bovine. Mrs. Castleberry, Margaret Hanson and Mrs. Jack Grafton of Arnoek, Ore., got honorable mention.

Cattle Scenes: Mrs. F. R. Farnsworth, Porterville, Calif., won first for five drinking Herefords reflected in a stream; Margaret Hanson, second, for five Herefords with heads together feeding in the snow; Mrs. Dee Jornigan, Stafford, Ariz., third, for her shot of two horned Herefords. Honorable mentions went to Margaret Hanson, the J. Oliver Teigen ranch, Capitol, Mont., and Mrs. James D. Wines of Wells, Nev.

CowBelle Activities: Mrs. Bernard Briggs, Alliance, Nebr., won first prize for an exhibition booth; Mrs. Verda Claunch, Concord, Calif., took second for a shot of three CowBelles' husbands handling king-sized steaks at a ContraCosta and Alameda counties barbecue; Mrs. Fred Wojahn, Sentinel Butte, N. D., for a fair booth promoting beef. Honorable mention awards went to Mrs. Meta McClure, Belle Fourche, S.D., for a scene at the Butte County fair. Mrs. Russell Peavey of Los Penasquitos Ranch, Miramar, Calif., and Mrs. Joe Oliver of John Day, Ore., also won honorable mention.

90 SILVER CREST HEREFORDS SELL FOR \$1,048 AVERAGE

Breeders from 20 states attended the Silver Crest Hereford sale at Fort Worth last month, purchasing 90 head for an average of \$1,048. The 83 bulls offered by Bill Thornton and Jack Turner sold for \$88,500, averaging \$1,067; top seller was \$4,000 and second-high bull price was \$3,700. Seven females sold for \$5,875 to average \$839, with a top bid of \$1,100. Fred Dressler of Gardnerville, Nev., bought two bulls—one at \$3,000 and one at \$2,550.

TWO TEXAS HEREFORDS TAKE TOP ARIZONA HONORS

Grand and reserve championships in the 10th annual Arizona National Livestock Show went to a pair of Hereford steers from Texas. Sue White and Lloyd Robinson of Big Spring, Tex., both former exhibitors of grand champions in the International show at Chicago, showed the grand champion steer, an 1,100-pounder that brought a record \$3.20 a pound at auction. Reserve spot in the Phoenix showing went to an 1,140-pound Hereford shown by 15-year-old Bobby Sale of Stanton, Tex.; this animal also set a new price, at \$2.10 a pound.

ANGUS CONFERENCE SET

The fourth annual American Aberdeen-Angus Conference, to be held at Fresno State College in California Mar. 9-11, will feature the western expansion of the breed. Program plans cover three main topics, including beef carcass evaluation, herd classification and herd management. Developments in research and a report of the association's research committee will also be taken up.

THE DENVER SHOW

The National Western Shorthorn sale saw 23 lots sell for a total of \$19,405 to average \$844, the 19 bulls figuring \$926 and the four females \$450. The top bull, consigned by Anderson & Son of Western Liberty, Ia., brought \$1,750; the top female, from Ringwell Farms in Illinois, sold for \$900.

In the Angus sale at Denver, 131 lots set an average at auction of \$739, totaling \$96,780. The 118 bulls averaged \$770 and the 13 females \$450. The top bull, consigned by Robert Miller of Mayetta Kan., went to a Montana buyer for \$2,025; the top female, from Rafter 33 Cattle Co., Big Horn, Wyo., was bought by a South Dakotan for \$910. The champion and top pen of three bulls sold at \$1,050 each, the top five-bull pen at \$1,000.

The grand champion load of 20 feeder steer calves, Angus 532-pounders, from R. W. Sears, Merriman, Nebr., were bought for \$60 a cwt. by Henry Steele of Montgomery, Ill., who also paid \$50.50 for the reserve grand champions, 471-pound Shorthorns from Josef Winkler & Sons, Castle Rock, Colo. The 442-

BULLS

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"Our Herefords build the beef where the highest priced cuts of meat grow"



Miss America of 1958—Marilyn Van Derbur—presents a silver trophy to Lloyd Robinson (right) of Big Spring, Tex., after his Hereford steer was named grand champion of the Arizona National Livestock Show. At left is Herman Purdy of Pennsylvania State University, judge of the steer show, and holding the banner is Lee TePoel, manager of the Arizona show. Reserve honors went to Bobby Sale of Stanton, Tex., on his Whiteface entry. (American Hereford Assn. photo)

pound champion Hereford steers from Vic Carlstrom, Walden Colo., went to Illinois at \$60 a cwt.

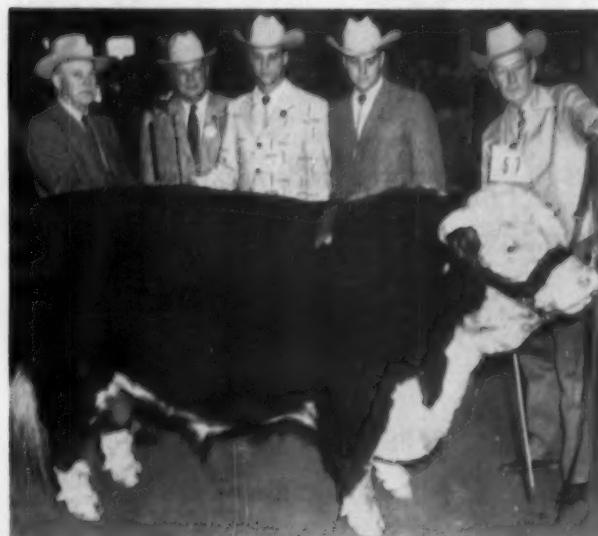
One hundred, forty-two Herefords brought \$292,405 to average \$2,059 in the Denver sale; 131 bulls averaged

\$2,167; 11 females \$761. The top bull went to Anderson-Tully Ranch at Vicksburg, Miss. for \$10,000, and the top female was bought at \$2,000 by W. W. Terrant, Rock, Kan.

Thirty-one Polled Herefords in the



Miss Silver Zato 408, champion female in the Hereford breeding show at the National Western Stock Show in Denver. The heifer is owned by Turner & Thornton, Boerne, Tex. Shown, l. to r., are Jack Turner and his son David, Fort Worth, Tex.; Earl Monahan, Hyannis, Neb., member of the board of directors, American Hereford Association; J. D. Womack.



Half interest in T R Ameroyal Zato, champ bull at the National Western, sold for \$50,000. Shown by Turner Ranch, Sulphur, Okla., the half interest was sold to Flying L Ranch, Davis, Okla. Shown, l. to r., are Roy Turner, owner of Turner Ranch; Walter Lewis, Larned, Kans., president, American Hereford Association; Skip and Burke Healey, owners of Flying L; and Jim McClelland.



Grand champion carload of feeder steer calves at the National Western Show were these Aberdeen-Angus, bred and shown by Mr. and Mrs. Redmond Sears, Merriman Nebr. Mr. and Mrs. Sears are standing with the calves that later sold for 60 cents a pound to Henry Steele and Company, Montgomery, Ill. (Photo by American Angus Association)

National Western sale showed an average of \$1,010, 25 bulls averaging \$1,139, six females \$472 for a total of \$31,310. The top bull, consigned by Orville Kuhlmann, North Platte, Nebr., went to Indiana for \$4,950; the top female, consigned by Kenneth Kuhlmann, brought \$600 from Emory Jurgens, Kearney, Nebr.

In the registered Hereford auction sales at the National Western show, 131 animals returned \$284,040, to average \$2,167 a head, topping the 1957 average by \$379 a head. Eleven females returned \$8,371, averaging \$761, which was \$328 over last year. In Polled Herefords 31 animals returned \$31,310, an average of \$1,010.

Angus animals took the grand and reserve champion steer honors in the junior show at last month's National Western Stock Show in Denver. The champion was a 1,050-pound steer shown by Marilyn Biesnecker, Conrad, Ia. Willis Gebert of Granville, Ia. had the reserve animal. A load of Angus were named grand champions in the carload of fat cattle class; they were shown by Karl and Jack Hoffman of Ida Grove, Ia., averaged 1,073 pounds, selling for 40.5 cents a pound, \$6,518.48 for the carload.

In the Angus breeding show, Treasure Acres of Blairsburg, Ia. showed the grand champion bull and female and the reserve grand champion female. In the annual "Show Window" sale, 31 bulls sold for \$1,017 to total \$31,575; 13 females averaged \$450 for a \$5,855 total. In pens of three and five bulls, 87 head sold for an average of \$681 to total \$59,130; last year 65 head averaged \$544.

187 SET NUMBER RECORD FOR ANGUS AT PHOENIX

One hundred eighty-seven Angus breeding cattle marked a new peak in numbers at Arizona National show in Phoenix Jan. 1-4. Kenneth K. Pound of Phoenix and Vrain Valley Farms, Platteville, Colo., showed the grand champion in the bull division, a two-year-old. In the female division, Spring Valley Farms, Bayard, Ia., took top honors with a late summer yearling heifer previously named junior champion. Richard Inness of Galesburg, Ill. showed the top Angus steer. The top-selling individual feeder steer was an Angus owned by Gwerder Angus Ranch, Galt, Calif.; it brought \$82 per cwt. In the Angus sale, 17 females brought \$6,270, 14 bulls \$5,195.

90 SHORTHORN BREEDERS JOIN NATIONAL GROUP

Ninety new members from 28 states joined the American Shorthorn breeders Association in December, according to Kenneth R. Fulk, new executive secretary of the organization. Forty-six were active breeders, 44 certificates went to junior members. Illinois provided the greatest number, with 19.

Personal Mention

Harry Stearns of Prineville, former president of the Oregon Cattlemen's Association, has been awarded the Herman Oliver trophy as Oregon's 1957 Cattleman of the Year.

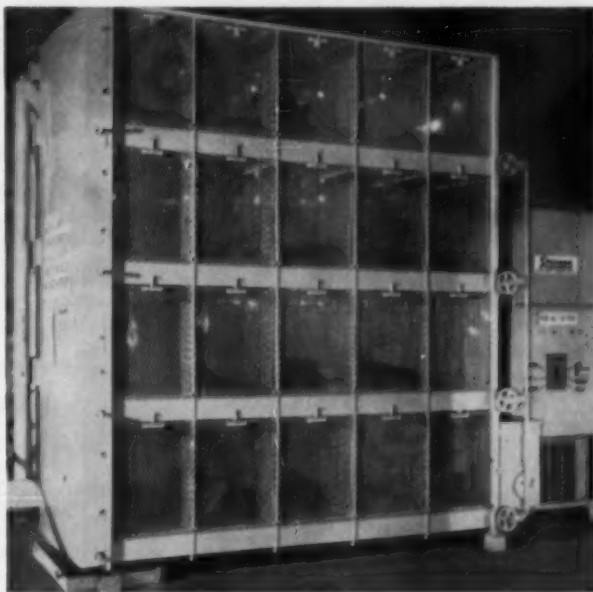
Jack McCulloh, Billings, Mont., is the new South Dakota Association secretary. He is a 1952 graduate in animal husbandry from Washington State College and has a background of feeding and showing and livestock advertising work. He is a World War II veteran. He succeeds **W. M. Rasmussen**.

On Jan. 6, too, a fire burned one of the larger barns of **A. Duda & Sons** Brahman ranch near Cocoa, Fla. Of 45 Brahman show cattle in the barn, only 23 managed to break loose and escape, some in critical condition.

A. T. McDannald, Houston, Tex., a member of the executive committee of the American National, got a phone call when he arrived at Oklahoma City to take in that association's 61st annual meeting Jan. 6-8, that his headquarters house and the close-by cookhouse at Hartsel, Colo., had burned. The loss included many old-time relics and antiques.

'PORKLINER'

Production-line methods invade the hog business. On display at the recent International show in Chicago, this 40-room apartment for hogs automatically furnishes feed and water, controls air temperature and manure disposal. The animals need never leave the push-button housing unit until ready for market. The machine, called "Porkliner," is a product of Ranger Equipment Co., Delphi, Ind.



Nine states—Maine, New Hampshire, North Carolina, Washington, Wisconsin, Delaware, Minnesota, Connecticut and Vermont, and Puerto Rico are now modified certified brucellosis-free. As of Jan. 1, 1958, 489 counties in 28 other states and the Virgin Islands had been certified.

Resolutions adopted at the American National annual convention in Oklahoma City in January proposed that a ranch be eligible for recertification when all cattle have been officially calfhood vaccinated and heifer calves 100 per cent vaccinated or spayed, and asked for additional federal funds for brucellosis control through 1960.

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Here's the Roller Mill for custom milling . . . designed for rugged commercial use — plus — mobility. Travels easily from farm to farm — operates from PTO. Rolls, cracks, krimps with less dust. Handles sorghum, milo, shelled corn and other small grains with ease.

IDEAL for overhead mounting . . . over pits, mixers, tanks, trucks. Engineered for "Push-Button Feed Plant Operation" for farm or commercial use. Also available in stacked rolls two or three high. Rolls are self-adjusting for all grains.

Exclusive

New "Tractor-Mounted" Roller — Fits to Tractor drawbar or 3-point hitch—with PTO drive for all makes of tractors. Perfect for moving from one location to another and for getting around in tight places.

Twelve Models available . . . Capacities from 100 to 2200 bu. per Hr.

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(See page 6 of this issue; read about Industry trends on page 8).

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**Write for descriptive
brochure and prices.**

Manufactured by
A. E. THORSON EQUIPMENT

**Builders of America's finest line of
livestock handling equipment, truck
gates and sickle sharpeners.**



Government Farm Meddling Standard World Practice

Government intervention in farming is standard practice the world over, says a USDA report covering 49 countries.

Foreign trade regulations in some combination with internal market regulation is a system commonly used to support farm prices.

In industrialized countries the main attempt is to raise the income of farmers. In under-developed nations, increasing production is the big try.

In the United Kingdom and a few other countries direct subsidies are given. Market prices find their own levels and then the government makes up the difference between them and a guaranteed price.

Market regulations are used in some countries to even out seasonal flows of supplies and to equalize prices, to restrict deliveries or to control trade completely. Canada, Australia, New Zealand, Argentina, Brazil, The Netherlands and Sweden all have marketing boards for their top farm products.

Direct regulation of production is practiced in several countries. In Egypt, not more than a third of the cultivated land may be planted to cotton and not less than a third to wheat. Cuba has restricted harvesting of sugar in several recent years.

Cattle Truck Measures

145 Feet Long, Has 42 Tires
"Truck-trains" moving feeder and slaughter cattle from Helen Springs in the Northern Territory, Australia, to Mount Isa in Queensland (400 miles) carry 86 cattle in a load and make the trip in 25 hours. The new vehicles are 145 feet long, have 42 tires, and consist of two 40-foot trailers towed by a truck or tractor with four sets of dual driving wheels. The movement by trail used to take five or six weeks.

Calves Do OK on Pasture Also on Low Concentrates

Experiments at the Kentucky agricultural experiment station show that young calves may make satisfactory growth on good clean bluegrass pasture. In the tests, 16 young calves were divided into two groups. One got pasture only, the other got pasture plus 3 pounds of grain per head daily. The grain-fed group gained more weight and had higher gains than the pasture-only group, as might be expected. But the calves getting pasture-only ate more pasture in proportion to their body weight and were not far behind the grain-fed group at the end of the test.

In a test at Oklahoma State University calves got better gains from a 35 per cent concentrates and 65 per cent roughages diet than from an 80-20 concentrate-roughage ratio. The animal husbandman in charge of the test thought that some of the difference in the rations was made up by the fact that the calves seemed to consume more

feed on high roughage rations than was consumed on the high concentrate rations. Little difference in grade or gain was noted. Also, there was no significant difference in the amount of time required for the calves to finish. The concentrates consisted of milo, cottonseed meal and molasses, while the roughages were cottonseed hulls and chopped alfalfa.

Salt Can Help To Fight Farm Fires

A tip for keeping pond water available in freezing weather to fight fires comes from the Salt Institute in Chicago. To avoid the delay of chopping through thick ice in case of fire, dissolve eight quarts of salt in about a third of a barrel of water; then place the barrel in a deep part of the pond, but where fire hoses can reach it. Cover the barrel to prevent rain or snow from diluting the contents, and put up a marker so it can be located even through deep snow. In case of fire, it takes only seconds to break through the wooden barrel and give fire hoses access to pond water. Four pounds of salt to a gallon of water will keep fire barrels and buckets from freezing in barns and other farm buildings.

Deaths

Marcus Snyder: Passed away in November. He was a prominent Texas rancher whose father, Captain D. H. Snyder, was one of the founders of the First Methodist Church. He was a member of the Texas and Southwestern Cattle Raisers Association. He is survived by his wife and seven children.

Oliver T. Clay: Pioneer rancher, 70, of Logan, N.M., died in his home in Tucumcari, N.M., Jan. 13. He was on the Mill Iron Ranch in Texas 1898 to 1906. He married Norma Russell in Shamrock, Texas, and later moved to Springer, N.M. until 1952 when he retired and moved to Tucumcari. He was the eldest of eight children, with one brother surviving. His son, Reece L. Clay, died in Springer, N.M., in 1947. He is survived by his wife, Norma Clay, four children, eight grandchildren and seven great grandchildren and his brother Will Clay.

Alex Healy: This pioneer sheepman died in Seattle, Wash., Jan. 12. He had lived in Worland, Wyo., for many years and was a ranking member in the Wyoming Wool Growers Association. He is survived by two sons, Daniel and Alex, Jr., both of Worland, and two daughters, Mrs. James Horne, Greybull, Wyo., and Mrs. Buran Bonie, Miles City, Mont.

James M. (Jim) Brennan: Mr. Brennan, for many years head calf and bull buyer for Armour & Co. at Omaha, passed away in that city last month at the age of 75. He had retired in 1949 after 49 years with the firm.

AMERICAN CATTLE PRODUCER

Calendar

Feb. 10-11—Louisiana Cattlemen's Assn. convention, New Orleans.
Feb. 10-11—Spokane Farm Forum, Spokane, Wash.
Feb. 14-15—20th annual National Farm Institute, Des Moines, Ia.
Feb. 18-20—Western States Meat Packers, San Francisco.
Feb. 19-20—Livestock Conservation, Inc., meeting, Omaha, Neb.
Feb. 24—National Food Conference, Washington, D. C.
Mar. 3—Farm and Ranch Congress, Denver, Colo.
Mar. 3-5—North American Wildlife Conference, St. Louis, Mo.
Mar. 6-8—Kansas Livestock Assn. convention, Wichita.
Mar. 18-19—Texas and Southwestern Cattle Raisers Assn. annual meeting, San Antonio.
Mar. 23-25—Idaho Cattlemen's Assn. meeting, Boise.
May 6-8—Highway Transportation Congress, Washington, D. C.
May 15-17—Washington Cattlemen's Assn. convention, Walla Walla.
June 2-4—South Dakota Stock Growers Assn. convention, Belle Fourche.
June 5-7—Wyoming Stock Growers Assn. convention, Jackson.
June 9-11—North Dakota Stockmen's Assn. convention, Valley City.
June 12-14—Nebraska Stock Growers Assn. convention, McCook.
June 13-15—American National Livestock Auction Assn., New Orleans.
June 19—National Livestock and Meat Board meeting, Chicago.

CHICAGO LIVESTOCK PRICES

	Jan. 20, 1958	Jan. 27, 1957
Steers, Prime	\$28.50 - 31.00	\$23.50 - 27.00
Steers, Choice	25.50 - 28.25	19.00 - 24.25
Steers, Good	23.00 - 26.25	17.50 - 20.50
Steers, Std.	20.00 - 23.50	15.00 - 17.75
Cows, Comm.	16.25 - 17.50	12.00 - 13.00
Vealers, Gd.-Ch.	26.00 - 31.00	23.00 - 27.00
Vealers, Std.	20.00 - 26.00	15.00 - 23.00
Calves, Gd.-Ch.	20.00 - 26.00	16.00 - 22.00
Calves, Std.	18.00 - 20.00	14.00 - 16.00
F&S, Strs., Gd.-Ch.	—	16.00 - 21.50
F&S, Strs., Cm.-Md.	—	11.50 - 16.00
Hogs (180-240)	19.50 - 20.25	17.50 - 19.00
Lambs, Gd.-Ch.	22.00 - 24.25	18.00 - 19.50
Wres, Gd.-Ch.	8.00 - 10.50	7.00 - 9.00

WHOLESALE DRESSED MEATS

	(Chicago)	Jan. 21, 1958	Jan. 24, 1957
Beef, Prime		\$46.00 - 48.00	\$40.00 - 43.00
Beef, Choice		43.50 - 47.00	31.00 - 38.00
Beef, Good		39.50 - 43.00	31.50 - 34.00
Beef, Std.		36.50 - 41.00	27.00 - 30.00
Veal, Prime		50.00 - 53.00	47.00 - 49.00
Veal, Choice		47.00 - 50.00	41.00 - 46.00
Veal, Good		39.00 - 46.00	32.00 - 42.00
Lamb, Choice		47.00 - 52.00	35.00 - 40.00
Lamb, Good		43.50 - 48.50	34.00 - 38.00
Pork Loin, 8-12		47.00 - 52.00	42.00 - 45.00

COLD STORAGE HOLDINGS

(Thousands of pounds)

	Dec. 1957	Nov. 1957	Dec. 1956	5-Yr. Avg.
Frozen Beef	119,912	118,067	236,312	220,887
Cured Beef	12,626	12,785	7,207	8,692
Total Pork	194,298	163,656	279,768	393,039
Lamb & Mutton	5,241	5,309	11,590	12,216

FEDERALLY INSP. SLAUGHTER

(In thousands)

	Cattle	Calves	Hogs	Sheep
Dec. 1957	1,473	565	5,523	978
Dec. 1956	1,486	605	5,598	1,068
Year 1957	19,454	7,323	60,682	12,234
Year 1956	20,186	7,843	65,748	14,234

Arizona Cattle Growers

Misquoted in Producer Story

In a report of the convention of the Arizona Cattle Growers Association at Prescott last month, the Producer reported in error that the association in their resolutions "approved compulsory beef grading." We should have said the association "opposed compulsory beef grading." We apologize.

February, 1958

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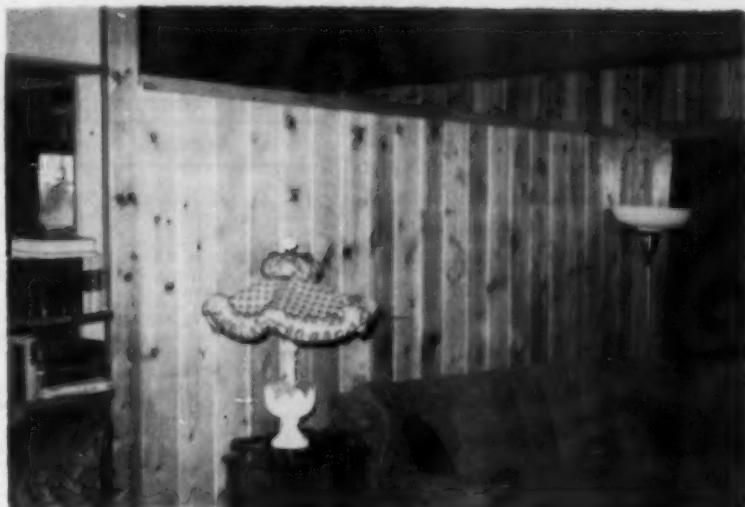
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